

Kentucky Consumer Guide



Long-Term Care Insurance 2004-2006

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TABLE OF CONTENTS

INTRODUCTION

PART ONE – LONG-TERM CARE

Who needs long-term care?.....	Page 1
What is long-term care?.....	Page 1
What are my chances of needing long-term care?.....	Page 2
Risk factors for needing long-term care.....	Page 2
Where is long-term care provided?.....	Page 3-4
Why should I worry about long-term care now?.....	Page 5
How much does long-term care cost?.....	Page 5-6
Who pays for long-term care?.....	Page 7
Medicaid.....	Page 7
When Medicaid pays for nursing home care.....	Page 8
Paying out-of-pocket.....	Page 9
Using the value of your home.....	Page 9
Long-term care riders.....	Page 9
Accelerated death benefits.....	Page 10
Federal long-term care insurance program.....	Page 10
Military veterans and long-term care.....	Page 10
Short-term nursing home policies.....	Page 11
Long-term care insurance.....	Page 11
Myths about long-term care.....	Page 11

PART TWO – LONG-TERM CARE INSURANCE

How long-term care insurance works.....	Page 12
Pooled or shared benefits.....	Page 12
The auto insurance analogy.....	Page 13
Isn't long-term care insurance expensive?.....	Page 13
What factors affect my premiums?.....	Page 14
What is inflation protection and why is it important?.....	Page 15
Rate increase disclosure.....	Page 15
Rate increase requirements.....	Page 15
Nonforfeiture benefit – pro and con.....	Page 15
What facilities are covered under LTC insurance?.....	Page 16
What do I need to understand about benefit triggers?.....	Page 16
Tax-qualified plans.....	Page 17-19
Other policy features worth considering.....	Page 19
Insurers who issue policies after July 15, 2002.....	Page 20
To buy or not to buy.....	Page 20
A sampling of viewpoints on LTC insurance.....	Page 21
Making the LTC insurance decision.....	Page 21
Personal and financial self-assessment worksheet.....	Page 22

PART THREE – TIPS AND ADDITIONAL INFORMATION

Before the sale.....	Page 23
Strength of the insurer.....	Page 24
Choosing an agent.....	Page 24
After the sale.....	Page 25
A little help from your friends: third party notification.....	Page 25
Replacing a policy.....	Page 25
Turning, turn to earn, or churning.....	Page 26
The age factor – when to buy long-term care insurance.....	Page 26
Endnotes.....	Page 27-28
Frequently asked questions.....	Page 29-30
Definitions.....	Page 31-34
Sources of information.....	Page 35
Breakdown of comparison chart.....	Page 36-37
Long-term care policy comparison chart.....	Page 38 - 73
Additional optional long-term care discounts, riders and benefits.....	Page 74-103

INTRODUCTION

Planning for future long-term care needs is a very personal decision.

The purchase of long-term care (LTC) insurance may be part of that equation for some people, while others may be able to make other arrangements if future assistance is needed.

Consumers who plan to buy LTC insurance face many decisions ranging from when to buy, to what benefits and options are most important.

This guide provides an overall look at long-term care, including costs and options, detailed information about long-term care insurance, tips and information on purchasing a policy, resources, a glossary of terms, and a policy comparison chart with information provided by the companies selling this product in Kentucky.

The Kentucky Office of Insurance provides this free consumer guide to those interested in learning more about this important topic. We do not endorse any product or company and have attempted to provide an objective look at the issue to assist in the decision-making process.

PART ONE – LONG-TERM CARE

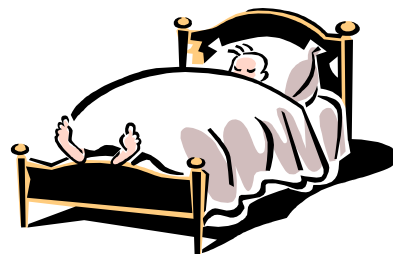
Who needs long-term care?

Most of us take for granted the ability to wake up every morning and take care of our own basic needs.

People need long-term care if they can no longer perform the **activities of daily living** – getting in and out of bed, going to the toilet, bathing and dressing, and eating — or if they have a severe **cognitive impairment**.

Many people needing long-term care are elderly. But illness or accident can result in a person of any age needing this type of assistance. A person can need long-term care for a few months, years or for the rest of his or her life.

(More details about the activities of daily living (ADLs), as specified by federal law, can be found under benefit triggers on Page 16.)



“ Woke up, got out of bed,
Dragged a comb across my head,
Found my way downstairs and
drank a cup...” ”

Lennon/McCartney, “A Day in the Life”

“ Aging is OK. It’s what happens...
Tackle your problems, and you can
make it after all. ”

Mary Tyler Moore, actress.

What is long-term care?

Long-term care services aid people in maintaining their ability to function, perform activities of daily living, or maintain a normal lifestyle. Long-term

care refers to a wide range of medical and/or personal services for people who need assistance with activities of daily living or medical care due to functional limitations, chronic health conditions, or cognitive impairment like Alzheimer’s disease.

Someone with a physical illness or disability often needs **hands-on** or **standby assistance** with activities of daily living. Someone with a **cognitive impairment** normally needs supervision, protection or verbal reminders to do everyday activities. Long-term care services might include: **skilled, intermediate or personal nursing care, home health care, adult day care, respite care, rehabilitation, and assistance with activities of daily living.**

Long-term care is not always administered in a nursing home. In fact, only 20 percent of all people receiving long-term care assistance are in a nursing home.¹ These services can be provided in a variety of settings including assisted living, adult day care center, nursing facilities, continuing care retirement communities or one’s own home.

Note: Some people with disabilities prefer the term “long-term supportive services.”²

Definitions

The definitions section on Pages 31-34 has meanings for **boldfaced words** in this publication. But be aware: different companies could define similar terms differently. The definitions page in your policy is the final authority regarding your coverage.

What are my chances of needing long-term care?

Maybe you will be lucky and never need assistance. But the longer you live, the greater your chance of needing some form of long-term care. The elderly are the largest group receiving care.

While there have been declines in rates of disabilities, the lifetime probability of experiencing disabilities remains high, according to an AARP report. “By one estimate, the lifetime probability of a 65-year-old becoming disabled in at least two activities of daily living or of being cognitively impaired is 44 percent for men and 72 percent for women. By another estimate, the risk of such disabilities is 68 percent for all persons age 65 and older.”³



Disabilities increase sharply with age, according to a 2002 report issued by the Administration on Aging. Statistics for those age 80 and older:

73.6 percent report at least one disability

57.6 percent one or more severe disabilities

34.9 percent reported needing assistance as a result of disability⁴

Risk factors for needing long-term care

Life expectancy: The longer you live, the more likely it is that you will need long-term care.

Gender: Women are more likely to need long-term care because they live longer.

Married or single: If you are married and have adult children, you may be more likely to receive informal care at home.

Health factors: If poor health runs in your family, you could be at greater risk than another person of the same age and gender.

“If I’d known I was going to live this long, I’d have taken better care of myself.”

Eubie Blake, pianist and composer, on his 100th birthday in 1983.

What are your chances of a long stay in a nursing home? The following percentages are “projected nursing home use” for people who turned 65 in 1990.⁵

<u>Length of stay in a nursing home</u>	<u>Men</u>	<u>Women</u>
Enter sometime in your life	33 %	52%
Three (3) months or more	22%	41%
One (1) year or more	14%	31%
More than five (5) years	4%	13%

Playing the odds

Consumer Reports says, “Nearly 90 percent of all people over age 65 who enter a nursing home stay fewer than five years. The average length of time for current residents is 2 1/2 years. If you’re willing to play the odds, a four-year (long-term care) benefit may be a reasonable gamble. If you do require nursing-home care for a longer period, four years will give you and your family time to prepare for the financial demands of a longer stay.”⁶

What are your chances of using home health care? A study looked at people age 65 and determined that they would need formal, paid home health care visits during their lifetimes at the following rates. ⁷

28 percent would need 0 visits.

30 percent would use 1 to 60 visits.

25 percent would receive 61 to 365.

17 percent would receive more than 365.

-
-

‘When we’re 64...’

Experts on aging say the outlook for baby boomers (born c. 1946-1965) contains the proverbial good news and bad news. Boomers are living longer but will probably have a greater need for long-term care than their ancestors.

According to United Nations population projections, “close to 1 in 20 American boomers are expected to live to 100, thanks to breakthroughs in treatments for heart disease and cancer, lives relatively free of hard labor and longstanding memberships at the gym...” reports the *New York Times Magazine*. *



However, there is a critical difference between boomers who are long-lived and “supersurvivors who lived to be 100 at the turn of the millennium, on the strength of their genes alone...”

“Many of the boomers...will be living on what S. Jay Olshansky, a demographer at the University of Illinois at Chicago, calls ‘manufactured time’ — years gained from technological advances, better heart and cancer care, better testing, practical applications of stem cell research, improved surgery techniques...There will be more centenarians, he predicts, but a higher percentage of those centenarians will need continuous care for longer lengths of time, and that care will be expensive.”

* Susan Dominus, “Life in the Age of Old, Old Age,” *New York Times Magazine*, 22 February 2004, Accessed 25 February 2004, <http://www.nytimes.com/2004/02/22/magazine/22LONGEVITY.html>

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“Independent living is not doing things by yourself, it is being in control of how things are done.”

Judith E. Heumann, co-founder of the World Institute on Disability, quoted in an AARP report.

Where is long-term care provided?

Many people equate long-term care with a stay in a nursing home, but for planning purposes it is important to understand that most long-term care is provided at home or in **assisted-living facilities, personal care facilities, or adult day care centers**. Another important point: the cost of in-home and alternative care can be just as hard to afford as nursing home care.

“In the 1970s and 1980s, most insurers covered only licensed nursing-home care. Starting in the 1990s... the home-care coverage of most LTCI policies covers caregivers provided by licensed home-care agencies or independently hired certified home aides,” according to an article in *The CPA Journal*.⁸

The assisted living industry is a “new housing option” that has evolved over the past two decades

to include a wide variety of settings and services, according to the Consumer Consortium on Assisted Living. A Consortium report said that "...many states do not use the term 'assisted living' and instead use over 26 different designations including residential care, personal care, and adult care homes." ⁹

Additional facts and figures on use of the various long-term care options:

HOME HEALTH CARE

Estimates of family caregivers vary between 45 million (Kaiser Family Foundation, 2002) and 52 million individuals (National Survey of Families and Households, 1987/1992).¹⁰ Another way of understanding the magnitude of this type of caregiving: a 1997 study by the National Alliance for Caregiving and AARP found that one in four households – 22.4 million – contain a family caregiver for someone 50+ ¹¹

Seventy-three percent of caregivers are female and the average age of a caregiver is 46. The average age of a care recipient is 77. Twenty-one percent of caregivers live in the same household as their care recipient. About 7 million caregivers provide or manage care long-distance (living at least an hour away).¹²

In 1998, formal, or paid home care services, were used by older adults at the following rates:

Age 50-64 – 2 percent
Age 65-74 – 5 percent
Age 75-84 – 16 percent
Age 85+ – 28 percent¹³



NURSING HOMES

The vast majority of older adults are not in a nursing home. The percentage living in nursing homes in 2000 are:

Age 65-74 – 1.1 percent
Age 75-84 – 4.7 percent
Age 85+ – 18.5 percent¹⁴

However, senior citizens make up the largest segment of the nursing home population. One study showed that 90 percent of residents were age 65 or over, 72 percent were female, and 57 percent were widowed. Almost half, 46 percent, of nursing home residents were admitted following a hospitalization. The average length of stay for a person who is eventually discharged is 272 days.¹⁵

ASSISTED LIVING

Assisted living is a Scandinavian model of care for the elderly that began to develop in the United States in the mid-1980s.¹⁶

There were an estimated 32,886 assisted living facilities in the United States in 2000, a 30 percent increase from 1998. About 789,000 people lived in the facilities.¹⁷ Residents ranged from 66 to 94 years and most - 61 percent - are women. Most - 46 percent - moved to the facility from their home. The average stay is about three years.¹⁸

“Old age is like everything else. To make a success of it, you’ve got to start young.”
Fred Astaire, entertainer.

The average resident is “an 80-year-old female who is ambulatory but needs assistance with about two ADLs (activities of daily living), most likely bathing and possibly dressing or using the toilet.... She does not have Alzheimer’s or other forms of dementia.”¹⁹

Why should I worry about long-term care now?

Taking a realistic look at your resources – both financial and personal – can help you develop a plan that will give you more options and control over when and where you will receive long-term care if you need it.

There are no guarantees, but planning gives you a better chance of:

- ✓ Staying independent
- ✓ Protecting your family from the personal and financial costs of long-term care, and
- ✓ Preserving your assets – property, money and other valuables.

Long-term care insurance could be part of your plan. “The first question is, do you have other ways of taking care of yourself,” says Martin Weiss, president of Weiss Ratings, Inc., an industry-rating firm in Palm Beach Gardens, Fla. “Savings, or family members. If the answer is yes, I have other plans, you don’t need long-term care insurance. But if the answer is no, then you may want to consider such insurance.”²⁰

To help you in this planning process, this guide includes a personal and financial self-assessment worksheet. (See Page 22.)



“From birth to 18 a girl needs good parents. From 18 to 35, she needs good looks. From 35 to 55, good personality. From 55 on, she needs good cash.”
Sophie Tucker, entertainer, quoted in “Sophie” by Michael Freedland.

How much does long-term care cost?



Home Health Care (Unpaid)

The 1999 *MetLife Juggling Act Study* states that the cost to a working caregiver who makes a “career” of caregiving averages \$656,000 in lost wages, pensions, and Social Security, not to mention negative health impacts. Another 1999 study of informal caregiving estimated its economic value to society at close to \$200 billion per year.²¹

Home Health Care (Paid)

	<i>Per hour</i>	<i>Yearly</i>	<i>Source of information</i>
Lexington	\$23.25	\$30,225.00 (Five 5-hour visits per week)	FLTC calculator*
	\$16-30		MetLife**
Louisville	\$15.65	\$20,345.00	FLTC calculator
	\$15-19		MetLife
National avg.	\$17.60 (2002)		MetLife

* Federal Long Term Care Insurance Program (FLTC) cost calculator²²

** Metlife Market Survey of Nursing Home & Homecare Costs²³

Assisted Living Costs

	<i>Per month</i>	<i>Per year</i>	<i>Source of information</i>
Lexington	\$2,318.50	\$27,822.00	FLTC calculator*
	\$1,000-3,278		MetLife**
Louisville	\$2,001.66	\$24,019.92	FLTC calculator
	\$2,100-3,900		MetLife
National avg.	\$2,379 (2003)	\$28,548	MetLife

Two-thirds of assisted living residents pay out-of-pocket; about 13.5 percent pay with funds from Supplementary Security Income (SSI). Regulations for reimbursement through SSI or the utilization of Medicaid waivers vary from state to state.²⁴

* Federal Long Term Care Insurance Program (FLTC) cost calculator²⁵

** The MetLife Market Survey of Assisted Living Costs. (The results were compiled by phone survey of 87 major markets in all 50 states and D.C. These were base rates for room and board, three meals and typically, housekeeping and personal care assistance.)²⁶

Nursing Home Care Costs

	<i>Per day</i>	<i>Yearly</i>	<i>Source of information</i>
Lexington	\$123.60 per day	\$45,114	FLTC calculator
	\$130-\$136.50 semi. priv.		MetLife
	\$156.2—\$180 private		MetLife
Louisville	\$114.10 per day	\$41,646.50	FLTC calculator
	\$108-160.20 semi. priv.		MetLife
	\$128-160.20 private		MetLife
National avg.	\$181.24 (2003) priv. rm.		MetLife
.	\$158.26 (2003) semi. priv.		MetLife

"If the room rates (using MetLife's \$181 figure) reflect current annual increases in nursing-home costs, then by 2021, when today's 60-year-olds might need such care, the average rate will have risen to about \$480 a day, or \$175,200 annually," according to *Consumer Reports*.²⁷

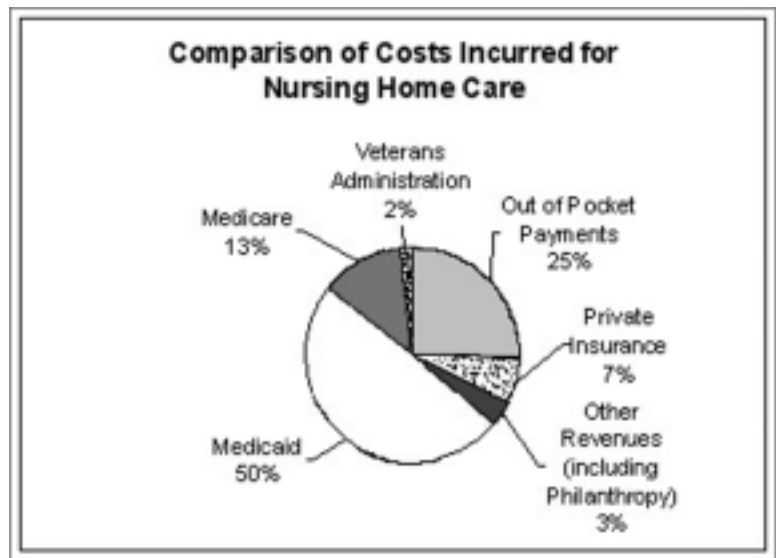
* Federal Long Term Care Insurance Program (FLTC) cost calculator²⁸

** MetLife Market Survey of Nursing Home & Homecare Costs²⁹

Who pays for long-term care?

First, it is important to know what doesn't pay for long-term care. *Medicare and regular health insurance do not cover long-term care.*

Medicare will cover only a short stay in a nursing home for **skilled care**, subject to Medicare requirements. Skilled care is that given by registered nurses and other highly trained healthcare professionals.



Centers for Medicare & Medicaid Services (2002)

For example, when specific conditions are met, including a prior three-day stay, Medicare fully covers a stay of 20 days in a nursing home, but only when you need skilled nursing care. After the first 20 days, Medicare pays for only a portion of the skilled nursing care bill for another 80 days. After that, Medicare pays nothing.

Medicare pays only a small percentage of the nation's total nursing home bills. It does not pay for personal/custodial or intermediate care, which is the type of care you will most likely need.

Keep in mind, however, that even with long-term care insurance, you will still need Medicare and/or private health insurance because long-term care insurance usually will not pay other medical or hospital expenses.

Medicaid

Medicaid pays for long-term care when you no longer have financial resources to pay your own bills. To become eligible for Medicaid, you will likely have to "spend down" your assets. That means you pay your own bills until your assets fall below a certain level, then Medicaid takes over. (See box on Page 8.)



Medicaid covers the cost of care in Medicaid-approved nursing homes only. If Medicaid is covering the cost of your care, you will have to go to a nursing home that accepts Medicaid patients. Even facilities that accept Medicaid clients do not have to accept new residents once the required percentage of Medicaid beds is filled. The necessity of locating a facility with an open Medicaid bed could mean that you may not be able to choose the facility you would prefer.

In some situations, Medicaid will pay for home health care.

When Medicaid pays for nursing home care

Simplified view

Medicaid covers the cost for about half of those receiving this form of assistance. But when does Medicaid step in? Single people and married couples must follow different rules to qualify. Here we describe these complicated situations in a very simplified way.

Rules for a married couple

Spouse at home keeps:

- The house and furnishings in the house
- One car
- Half of joint assets (up to \$92,760)
- Up to \$2,319 monthly income of spouse.

Spouse in nursing home:

- Uses his or her income to pay long-term care bills.



Until:

- Assets being used by the spouse in the nursing home are gone – less than \$2,000.

That's when Medicaid starts paying LTC expenses.

Rules for a single person

“Protected” assets:

- The house (for six months only)
- One car
- Personal belongings
- \$1,500 cash value in life insurance
- Burial plot
- A few others.

All the while:

- The person uses savings, investments, insurance and income to pay own LTC bills.

Until:

- Money from those sources runs out – countable assets are below \$2,000.

That's when Medicaid starts paying LTC expenses.

After six months:

- Medicaid may count the house as an asset. The person may sell the house to pay long-term care expenses.

Until:

- Cash from selling the house runs out.

That's when Medicaid starts paying LTC expenses.

Paying out-of-pocket

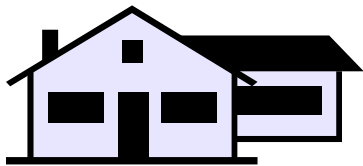
You may be financially able to cover the costs of long-term care yourself from savings, pensions and other retirement accounts. If you're uncertain about your ability to afford long-term care, you might wish to talk to a financial planner about estate planning.



Paying out-of-pocket might make sense for people who have sizable assets – enough to afford the cost of a long-term stay in a nursing home. However, one report says, “A very small percentage of persons age 74 to 84 have saved enough to cover two years of nursing home care.”³⁰ If you can afford to pay for long-term care today, will you be able to afford it in the future? You may want to determine whether long-term care expenses will eventually outpace your income.

Paying out-of-pocket is also a reasonable alternative for people of modest means, who would quickly qualify for Medicaid.

Using the value of your home



Some people decide to pay for their long-term care by using the value of their homes. Borrowing money against the equity in your home is one option you may have for covering some of the premiums for long-term care insurance. However, this is practical only if your home has a high monetary value and if it's fully or almost paid for.

A reverse mortgage is another option that also allows you to borrow against the equity in your home. But unlike other home equity loans, you don't have to pay back this type of loan until the last surviving borrower dies, sells the home or permanently moves out. The amount owed cannot exceed the value of the home at the time of repayment, and your heirs are not responsible for repayment.

Reverse mortgages can be especially valuable for people who have little cash income, but a fair amount of equity in their homes, and who want to stay in their homes. There are, however, many risks with a reverse mortgage, including the loss of all equity in your home. It is also an expensive way to borrow.

Call your bank for more information about these options.

Long-Term Care Riders

Many companies are designing riders (additions to your policy) that allow you to use your life insurance death benefits or annuity proceeds to pay for long-term care expenses.

In this case the company pays you the actual charges for care when you receive long-term care services, but no more than a certain percent of the policy's death benefit or annuity proceeds per day or per month. Policies or contracts may pay part or all of the death benefit for long-term care expenses.

Some companies let you buy more long-term care coverage than the face amount of your life policy or annuity contract. This is accomplished in the form of an additional rider to your policy or contract. The riders for long-term care coverage create an additional cost. If the policy you purchase has flexible premiums be sure that you are paying enough premium to keep the policy in force so that the benefits are there when you need them.

It is important to remember that if you use money from your life insurance policy or annuity contract to pay for long-term care expenses, it will reduce the death benefit or proceeds. For example, if you buy a life policy with a \$100,000 death benefit, and use \$60,000 for long-term care expenses, this will reduce your death benefit to \$40,000. It may also affect the cash value of your policy.

Make sure you ask your agent how this may affect other aspects of your life insurance policy. If you purchased life insurance to meet a specific need at or after the time of your death, that need may not be met if you utilize your death benefits to pay for long-term care expenses. If you never use the long-term care benefits, the policy will pay the full death benefit available to your designated beneficiary.

If you replace an existing life insurance policy and an existing long-term care policy with a life insurance policy that has a long-term care rider be sure that you fully understand the benefits that you are purchasing compared to the benefits you will replace.

Accelerated Death Benefits

Many insurance companies let you use your life insurance death benefits to pay for specific conditions such as terminal illness. In these cases, you receive a lump sum payment in advance of the death benefit from your policy. This is called an accelerated death benefit, which can usually be added to your policy with no extra premium. To qualify as an accelerated death benefit, you must be given the option to take the payment in a lump sum amount.

Federal Long Term Care Insurance Program

You may be among the millions of people who are eligible to apply for Federal Long Term Care Insurance.

The Long-Term Care Security Act of 2000 made about 20 million people eligible to apply, including federal and postal employees and annuitants, active and retired members of the uniformed services, their qualified relatives and a few other eligible groups.

For more information, call **1-800-LTC-FEDS** (1-800-582-3337). The TTY line for the deaf/hearing impaired is: 1-800-843-3557. Or you can go online to the program site at <http://www.ltcfeds.com>

Military veterans and long-term care



The Department of Veterans Affairs (VA) offers geriatric and extended care services to veterans enrolled in its health care system. Nearly 65,000 veterans will receive long-term care this year through inpatient programs of VA or state veterans homes.

For more information, call 1-877-222-VETS. You can access information online at www.va.gov/elig by looking under *Find by Topic > Long-term care*. Another source of information is “VA Offers Long-Term Care Benefits,” a publication produced by the Central Texas Veterans Health Care System that is available online at <http://www.texvet.com/VeteranBenefits/default.htm> under *Information Brochures > Long term care benefits*.

Short-term nursing home policies

Short-term nursing home policies provide benefits for less than 12 months and do not have to meet all of the same requirements as long-term care insurance. A policy must provide benefits for at least one year in order to qualify as a long-term care policy.

Long-term care insurance

If you are unable to care for yourself because of a prolonged illness, cognitive impairment, or disability, long-term care insurance will pay for a wide range of services including a stay in a nursing home or in-home care.

For more information on long-term care insurance and whether it's right for you, turn to Part 2 (Page 12) of this guide.

Myths About Long-Term Care

"It won't happen to me."

People of any age can develop serious conditions that require assistance with routine daily activities for an extended period of time and such help could be very costly.

"I am already covered."

Long-term care services are generally not covered by health insurance or Medicare. Medicare is generally available for those who are disabled and for people over age 65 and only pays limited amounts for skilled nursing care following a hospital stay. Medicaid is the government program to help those in financial need. People who have higher assets or income may end up "spending down" their savings and assets in order to be eligible.



"My family will take care of me."

Long-term care often requires a 24/7 commitment of time and highly specialized skills. Family members may want to give this type of care to a loved one, but circumstances in today's world can make this very difficult. Part of the planning process is to take a realistic look at what role your family can play in long-term care.

"I can pay for long-term care services from my savings."

Can you save enough to pay for these types of expenses?

- The average nursing home stay is 2.5 years and the national annual cost of a semi-private room is \$52,000.
- The average cost for assisted living facility in 2000 was \$25,300. Costs also vary based on the level of assistance you need.
- The national average annual cost of home care is well over \$20,000 (that's \$18 an hour, five hours per day, five days a week for a home health aide).

"Long-term care insurance is too expensive."

Educate yourself on long-term care and LTC insurance. Then consult a trusted agent, broker, attorney or financial planner who can help you determine what coverage you need and what's best for your situation.

[Adapted from material developed by the Federal Long Term Care Insurance Program.]

PART TWO – LONG-TERM CARE INSURANCE

Long-term care insurance is a way for people to finance their need for long-term care. This type of insurance can:

- Protect you and your family from the high cost of long-term care.
- Preserve your assets for your heirs.
- Allow you to pay your own way thus giving you more independence and flexibility about where you receive services.

Long-term care insurance is a relative new form of insurance – it's been around since the mid-1980s.³¹

Long-term care insurance has evolved over the years as long-term care itself has evolved. For example, old policies may only cover nursing home care.

How long-term care insurance works

Long-term care insurance policies are not standardized like Medicare supplemental insurance. Companies sell policies that combine benefits and coverage in different ways. It is important that you read and understand your policy.

Benefits are generally paid using one of three methods:

- *Expense incurred method* – First the company decides if the policyholder is eligible for benefits and if the services received are covered by the policy. Expenses up to the dollar limit of the policy will be covered with payment going to either the policyholder or the provider.
- *Indemnity method* – The benefit is a set dollar amount. It is not based on specific services received or expenses incurred. The company decides if the policyholder is eligible and if the services received are covered. The money is paid directly to the policyholder up to the limit of the policy.
- *Disability method* – The policyholder must meet the benefit eligibility requirements. Then he or she will be paid the full daily benefit amount even if no long-term care services are received.

Pooled or shared benefits

The word “pooled” is used in a couple of ways regarding long-term care insurance.

Pooled benefit meaning coverage of more than one person under a single policy. This is also called a “joint policy” or “joint benefit.” You can buy a policy that covers more than one person – husband and wife, two partners, or two or more related adults. Usually there is a total benefit that applies to all covered individuals. If one collects benefits, that amount is subtracted from the total.

Pooled benefit providing a total dollar amount that can be used for various kinds of long-term care. These policies pay a daily, weekly or monthly dollar limit for one or more covered services. For example, you may choose to combine the benefit for home care with the benefit for community-based care instead of using the nursing home benefit.

How can you buy long-term care insurance? The possibilities include: individual policies; policies from your employer, federal government or association; policies sponsored by continuing care communities; or a rider to a life insurance policy.

The auto insurance analogy

Long-term care insurance does not work exactly like auto insurance. But looking at the similarities may help you understand how LTC insurance works:

- * You may never use either your auto insurance or long-term care insurance. But having this protection “just in case” can give you peace of mind.
- * Some drivers are more likely to be involved in a wreck and some individuals are more likely to need long-term care.

Some factors that may increase your chances of needing long-term care: advanced age, poor health, bad health habits (smoking, alcohol abuse, or obesity) or a family history of debilitating illness. On the other side of the coin, a family history of long-lived individuals can also be a factor since the longer you live, the more likely you’ll need long-term care.

Isn’t long-term care insurance expensive?

Yes, it is expensive. And like many other types of insurance, the older you are when you apply, the higher your premiums will be. Also, disability or illness may make you uninsurable. Besides age, the benefits you choose and the number of years of coverage affect your premiums.

If you buy long-term care insurance, keep in mind that, depending on the type of policy you buy, you may need to pay the premiums for the rest of your life – or until you need to use the coverage. *A long-term care insurance policy is of no use unless you can keep up the premiums.* Some companies offer other payment options that allow you to “pay off” the insurance in 10 or 20 years. Other companies offer a **waiver of premium**, which means that you get to stop paying premiums after receiving benefits for a specified period of time.



An important note on the cost of LTC insurance: the least expensive policy may not always be the best choice. Insurance companies must collect enough in premiums to cover administrative processes and make a profit. If a policy starts out too low, its premiums could increase in the future.

For detailed information on premium costs, see Pages 38-73.

What factors affect my premiums?

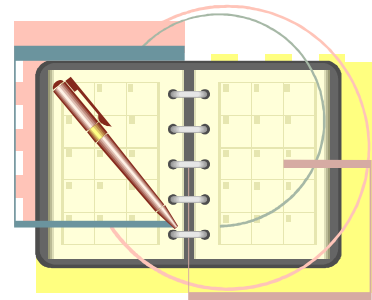
Several factors have an impact on the premiums you pay for long-term care insurance.

- **AGE** - Probably the most important factor is your age at the time you apply. The older you are when you purchase a policy, the higher your premiums will be. Once you've purchased a policy, your premiums will not increase simply because you get older. However, if the company raises premiums across the board - in other words, for all customers with the same policy - then your premiums would increase.
It is possible that anyone with a long-term care policy may experience increased premiums in the future.
- **HEALTH** - Companies that sell long-term care insurance look at your health and health history before deciding to issue a policy. When you fill out your application it is important to fill out all questions correctly and completely.
- **WHERE YOU LIVE** - The cost of long-term care in your area will be a factor. Check out the cost of services in the area where you think you will be receiving care - near your current residence, retirement home or a family member's home - before you make a decision about which policy to buy.
- **DAILY BENEFIT** - Another factor that affects your premium is the policy's daily benefit or how much your policy will pay per day to cover long-term care costs. Naturally, companies charge higher premiums for policies that offer higher daily benefits. Simply put, more coverage will cost more money.
- **ELIMINATION OR DEDUCTIBLE PERIOD** - The **elimination or deductible period** is the number of days you must cover the cost of care yourself. For example, if your policy has a 90-day elimination period, you would have to pay out-of-pocket for your long-term care for 90 days before your policy would begin paying for your care. The shorter the elimination period, the higher your premiums will be. Keep in mind, however, that although a policy with a long elimination period may be cheaper in terms of premiums, it might end up costing you more. A 90-day stay in a nursing home could cost you thousands of dollars - and if your stay is less than 90 days, a long-term care policy with a 90-day elimination period pays for nothing. Some policies calculate the elimination period differently. These elimination periods could be based on the number of days you receive services or the calendar-days method:
 - The number-of-days method - Only counts the days that you receive services. If you are receiving services three days a week then only that three days would go toward satisfying the deductible.
 - The calendar-days method - Every day of the week would satisfy the elimination period regardless of whether services are received on those days.

It could take much longer to satisfy the elimination period if it is based on the number of days services are provided.
- **BENEFIT PERIOD** - **Benefit period** is the length of time the policy will cover you. This can be as short as one year or as long as your lifetime or "unlimited." A longer benefit period means a higher premium.

Factors affecting premiums

\$ Age
\$ Health
\$ Where you live
\$ Daily benefit amount
\$ Elimination period
\$ Benefit period
\$ Inflation protection
\$ Additional benefit options.





What is inflation protection and why is it important?

Inflation protection - also called **inflation benefits** - ensures that the policy you buy today will still be able to cover the costs of long-term care 10 or 15 years from now. You may know how much a long stay in a nursing home would cost you now, but what will it cost in the future, when you'll need the long-term care policy to cover expenses?

Inflation protection automatically increases your benefits each year to help keep up with rising costs. Some companies build the cost of this feature into your premiums from the start. Other companies increase your premiums accordingly, which could mean substantial premium increases. In both cases, inflation protection increases premiums, but not having it could cost you more. A policy that doesn't pay enough to cover the cost of your long-term care could leave you having to cover the additional costs yourself.

Variations of inflation protection, including simple and compound interest, are available.

Rate Increase Disclosure

Beginning Jan. 16, 2003, insurance companies selling long-term care insurance must disclose a 10-year rate increase history for any similar type of long-term care product that the company is marketing to a consumer. This applies to both individual and group products.

Rate Increase Requirements

Insurance companies writing long-term care policies in Kentucky must meet rating requirements developed to help stabilize rates. The requirements were effective on Jan. 16, 2003, for individual policies and on July 16, 2003, for group policies already in force prior to July 15, 2002.

Nonforfeiture benefit – pro and con

PRO — “It is not wise to purchase a long term care insurance policy with the expectation of letting it lapse. However, the nonforfeiture benefit is an important feature. Be sure to find out how the nonforfeiture benefit would work in the policies you are considering. Is it a reduced paid-up benefit or an extended term benefit? How many years are the specified number of years necessary to have some coverage? The nonforfeiture benefit adds cost to a policy, but the longer a policy remains in force, the more important it is to have this feature,” according to a report prepared by the New York Office of Aging.³²

CON — “Some policies let you choose whether to have your coverage stay in effect for a certain period if you miss payments or to have it stay in effect for life but at a reduced benefit. Haslett (John Haslett, president of Haslett Management Group in Reston, Va., an independent insurance agency) strongly urges consumers to forego this option, since it can add as much as 40 percent to your premium and doesn't increase the value of your benefits,” according to a CNN/Money report.³³

What facilities are covered under LTC insurance?

This varies for each policy, so be sure you understand any policy before you buy it. The most frequently covered locations are:

- Nursing homes
- Adult day care centers
- Your home
- Assisted living facilities
- Long-term care facilities
- Personal care facilities.

To be covered, you must use the type of care services your policy requires. Every policy is different. Your policy might specify facilities where long-term care services will be delivered. Under your policy, services may be delivered at the locations listed above.

What do I need to understand about benefit triggers?

Each insurance policy has certain conditions that “trigger” the policy to begin paying benefits. *It’s important to know what a policy’s benefit triggers are before you buy.*

When your mental or physical condition reaches a specified level of disability, you have met the benefit trigger requirements and are entitled to benefits from the policy. Some policies, such as those that are tax-qualified, have more restrictive benefit triggers.

Before you can begin receiving benefits, some insurers require that you be screened by their physician.

Benefit triggers usually are based on the policyholder’s ability to perform activities of daily living (ADLs). The ADLs, as specified in law, are:

1. **EATING:** Ability to feed yourself by bringing food into your body from a plate, cup or table, or by using feeding or intravenous tubes.
2. **TOILETING:** Ability to get to and from as well as off and on the toilet and perform relevant hygiene.
3. **TRANSFERRING:** Ability to move yourself in and out of a chair, bed or wheelchair.
4. **BATHING:** Ability to wash yourself in the tub or shower, get in and out of the shower, or give yourself a sponge bath.
5. **DRESSING:** Ability to put on and take off clothing as well as any necessary braces, fasteners or artificial limbs.
6. **CONTINENCE:** Ability to sustain bowel control and bladder function or perform necessary hygiene associated with a catheter or colostomy bag.



Typically, a policy pays benefits when you can't do a certain number of the activities of daily living, such as two or three of the six listed on Page 16. Federally tax-qualified policies (See next section: Tax-qualified plans) are required to use inability to do certain ADLs as a benefit trigger. A qualified policy requires that a person be unable to perform at least two ADLs to collect benefits. The ADLs that trigger benefits in a tax-qualified policy must come from the six listed previously. These triggers are specified in your policy. Other benefit triggers can be used for non tax-qualified plans.

Research has shown that bathing is usually the first **activity of daily living** (ADL) that a person can't do. While most policies use all six ADLs as benefit triggers, qualifying for benefits from a policy that uses five ADLs may be more difficult if bathing isn't one of them.

National Association of Insurance Commissioners (NAIC) *Shoppers Guide to Long-Term Care Insurance*.



Tax-qualified plans

If a plan is tax-qualified, it meets the requirements for special federal tax treatment. The federal government created the Health Insurance Portability and Accountability Act (HIPAA) to address a variety of health insurance issues, including long-term care. A long-term care policy that meets HIPAA requirements might enable you to deduct the amount that is more than 7.5 percent of your adjusted gross income on your federal income tax return. The amount depends on your age. See table below.

YOUR AGE	MAXIMUM AMOUNT YOU CAN CLAIM
40 YEARS OLD OR YOUNGER	\$250
MORE THAN 40 BUT NOT MORE THAN 50	\$470
MORE THAN 50 BUT NOT MORE THAN 60	\$940
MORE THAN 60 BUT NOT MORE THAN 70	\$2,510
MORE THAN 70	\$3,130

2003 figures. These amounts will change annually based on the medical consumer price index.

All policies sold before Dec. 31, 1997, are considered tax-qualified. These policies have been "grandfathered" in. Policies issued after that date must meet certain requirements to have the tax benefit. Tax-qualified policies issued after Dec. 31, 1997, must be guaranteed renewable and include other consumer protections, cover only qualified long-term care services and have benefit triggers.

FEDERALLY TAX-QUALIFIED POLICIES	FEDERALLY NON-TAX-QUALIFIED POLICIES
1. Premiums can be included with other annual uncompensated medical expenses for deductions from your income in excess of 7.5 percent of adjusted gross income up to a maximum amount adjusted for inflation.	1. You may or may not be able to deduct any part of your annual premium.
2. Benefits that you receive and use to pay for long-term care services generally will not be counted as income. For policies that pay benefits using the expense-incurred method, benefits that you receive in excess of the cost of long-term care services may be taxable. For policies that pay benefits using the indemnity or disability methods, all benefit payments up to the federally approved per diem (daily) rate are tax-free even if they exceed your expenses.	2. Benefits that you receive may or may not count as income. Congress and the U.S. Treasury have not clarified this area of the law.
3. To trigger the benefits under your policy, the federal law requires you to be unable to do at least two activities of daily living without substantial supervision.	3. Policies can offer a different combination of benefit triggers. Benefit triggers are not restricted to two ADLs.
4. “Medical necessity” can’t be used as a trigger for benefits.	4. “Medical necessity” and/or other measures of disability can be offered as benefit triggers.
5. Chronic illness or disability must be expected to last for at least 90 days.	5. Policies don’t have to require that the disability be expected to last for at least 90 days.
6. For cognitive impairments to be covered, a person must require “substantial supervision.”	6. Policies don’t have to require “substantial supervision” to trigger benefits for cognitive impairments.

Source: 2003 NAIC Long-Term Care Guide

A plan should state if it is tax-qualified on the front page of the policy if it was issued after Dec. 31, 1997. Under HIPAA, specific benefit triggers (See Page 16) - the medical conditions that make you eligible to begin receiving benefits - make a policy tax-qualified. If your plan is tax-qualified, it will require the following conditions before it will pay benefits:

- Certification by a licensed health care practitioner that you are unable for at least 90 days to perform at least two or more **activities of daily living** (ADLs) (See Page 31) without substantial assistance due to loss of functional capacity.
- Certification by a licensed health care practitioner that you require “substantial supervision” for protection of your health and safety because of severe cognitive impairment.

For more information about tax implications of long-term care insurance, contact your tax advisor.

In most cases, benefit triggers for tax-qualified policies are more restricted than for nonqualified plans. *Talk to a tax expert or financial advisor before making this decision. State tax benefits are also available.*

•

In Kentucky, a taxpayer may “exclude any amount paid during the taxable year for insurance for long-term care as defined in KRS 304.14-600.” The statute lists the requirements for a policy to be marketed as long-term care insurance in Kentucky. Those requirements do not necessarily qualify a long-term care policy as a federally tax-qualified policy.



Other policy “features” worth considering...

Comparing policies can be confusing. In addition to the information already covered in this section on long-term care insurance, you may want to look for other provisions, including the following:

- Coverage of all levels of care without restrictions: personal, intermediate and skilled.
- Waiver of premium after receiving benefits for a period of time, usually 90 days.
- Spousal discount when both spouses apply for coverage at the same time.
- Bed restoration benefit. This pays charges for keeping your bed in a long-term care facility when you are absent for short intervals, such as hospitalization.
- Multiple-stays option. You are not required to satisfy a new deductible period for nursing home stays separated by less than six months.
- Home and community care option. This may be available as a rider to a nursing home policy.
- Coverage of a medical alert system or other alterations so you can remain in your home.
- Limited benefits for ambulance transportation to a hospital.
- Informal caregiver training benefits. Provides limited benefits for training family members about how to care for you.
- Meals on Wheels benefit. Covers meals to be delivered to you at home up to a per day dollar amount when you have home health care benefits.
- Survivorship benefit. This benefit allows a surviving spouse’s premiums to be paid up for the life of the policy if the other spouse passes away after having maintained the policy for a specified period of time.

Insurers who issue policies after July 15, 2002, are required to:

- Provide applicants the option to designate at least one additional person to receive notice of the termination of that policy due to nonpayment of premium.
- Provide at least a 30-day prior notice of termination for nonpayment of premium to the insured and his/her designated representative. This measure is designed to provide information and protection against unintentional termination of policies due to nonpayment of premium.

Allow the policyholder or certificate holder to reinstate coverage in the event of lapse. If the insurer receives proof that a policyholder or certificate holder was cognitively impaired or had a functional incapacity before the end of the grace period and applies for reinstatement within five months, then the policyholder or certificate holder would be permitted to reinstate coverage.



To buy or not to buy?

Should you buy long-term care insurance? There's no "one size fits all" answer. Long-term care insurance may or may not be right for you. Even the experts disagree on issues like who should invest in LTC insurance and when a policy should be purchased.

One area of general agreement is that your income and assets (savings, property and other valuables) are a major factor regarding how you will pay for long-term care if and when you need it.

People with moderate or low incomes either already qualify for long-term care under **Medicaid** or can "spend down." (See Pages 8 and 33.)

Enid Kassner, a senior policy adviser for the AARP's Public Policy Institute, says "...if your income is modest, chances are you'd be better off putting your precious discretionary funds toward building retirement savings and shoring up your life, health and long-term disability coverage." She does not encourage lower-income people to dip into their savings for long-term care insurance that they may not be able to continue paying for over the years and ultimately may not even use.³³

Those with high incomes can generally afford to pay out-of-pocket.

The "in-betweens" are the ones who need to figure out how they will pay for long-term care if it's needed. A study by the National Academy of Elder Law Attorneys calls financing of long-term care "a uniquely middle class problem."³⁴

If you do decide to buy insurance, you will need enough money to avoid letting the policy lapse. You need to be sure you can afford your premiums, even after retirement, and still have a cushion for unexpected expenses or premium increases.

A sampling of viewpoints on LTC insurance

Should you buy long-term care insurance?



No/Maybe - *Consumer Reports* (November 2003) gives LTC insurance a mixed review: “A CR investigation, for which we reviewed 47 policies, reveals that for most people, long-term care insurance is too risky and too expensive.” However, the article went on to say, “Long-term-care insurance may be a lousy deal, but right now it’s just about the only deal.”³⁶

Yes - Long-term care insurance is important even for those who may get care from family members, according to a MetLife study. “Those caring for disabled elders with private (long-term care insurance) are nearly two times more likely to be able to work than are those caring for non-insured individuals. The presence of private insurance enables families to purchase paid help, which complements the help provided by family caregivers.”³⁷

Maybe - A “good candidate” for LTC insurance, according to an expert quoted in the *Reader’s Digest* (April 2004), is a person 70 years or older, who is in good health and whose family members are long-lived. But even a good candidate “must have at least \$3,000 a month in fixed income to comfortably afford the policy premiums. If the policy lapses, it was a waste.”³⁸

Maybe - A CNN/Money report states, “Unfortunately there’s no black-and-white rule dictating who should buy LTC insurance...Whether a policy makes sense for you depends on several factors: your net worth; how much of it you’re willing to spend on healthcare; how much (you) want to leave to heirs; your marital status; and your age. Consider your family history too. If longevity or a chronic disease runs in your family, you may be more likely to require long-term care at some point. And because women live longer than men on average, they are more likely to need nursing home or other extended care.”³⁹

Making the LTC insurance decision

So how do you make the decision? Here are some suggestions:



- Don’t be afraid to take your time:
 - ✓ *Educate yourself on the issues (this guide is a good place to start).*
 - ✓ *Enlist the aid of others – both trusted family members and professionals including your agent, financial planner, attorney, accountant, and/or tax specialist.*
- Don’t make your decision until you have a FULL understanding of the benefits, costs, and consequences from a variety of perspectives.

To start the decision-making process, fill out the personal and financial self-assessment on the next page.

Personal and Financial Self-Assessment

Long-term care insurance can be a life-long commitment that can cost you a lot of money each year. Remember, although the premium may be affordable now, it is possible that the premium may increase in the future. A long-term care policy will be of no use if you cannot continue to make the premiums each year.

Do you now receive SSI (Supplemental Security Income) or Medicaid? ☐ Yes ☐ No

If you checked YES, you should not buy a long-term care insurance policy.

If you checked NO, complete this self-assessment to see if a long-term care insurance premium is possible on your monthly budget.

<i>Monthly Income</i>		<i>Monthly Expenses</i>	
<i>Wages</i>	\$ _____	<i>Mortgage or Rent</i>	\$ _____
<i>Social Security</i>	\$ _____	<i>Utilities (phone, electric, etc.)</i>	\$ _____
<i>Pension</i>	\$ _____	<i>Groceries</i>	\$ _____
<i>Annuities</i>	\$ _____	<i>Auto</i>	
<i>Interest/Dividends</i>	\$ _____	<i>(loan, gas, insurance, etc.)</i>	\$ _____
<i>Other Income</i>	\$ _____	<i>Medical & Health Insurance</i>	\$ _____
<i>Total Monthly Income</i>	\$ _____	<i>Taxes</i>	
		<i>(estimated income & property)</i>	\$ _____
<i>Total Income</i>	\$ _____	<i>Entertainment</i>	\$ _____
<i>Total Expenses</i>	\$ _____	<i>Other</i>	\$ _____
	\$ _____	<i>Total Monthly Expenses</i>	\$ _____

This is how much you might be able to afford for long-term care insurance.

People with substantial assets may wish to buy a long-term care policy, especially if they want to preserve these assets for family members.

Keep in mind that the cost of long-term care increases over time. If you can afford long-term care now, will your income be sufficient to pay for long-term care in the future?

- ☐ Yes
☐ No

Would relatives or friends be willing or able to care for you if you needed continual help with activities of daily living?

- ☐ Yes
☐ No

If not, then you might have to pay for services.

PART THREE – TIPS AND ADDITIONAL INFORMATION

BEFORE THE SALE



Shop around. Check with several companies and agents before you buy. Be sure to compare benefits, the limitations of coverage, the exclusions and the premiums. Policies that provide the same coverage may not necessarily have the same premium.

Take your time. Never let anyone pressure or scare you into making a quick decision. Don't buy a policy the first time an agent comes calling. Ask the agent to give you an outline of coverage summarizing the policy benefits. Compare outlines of coverage from several policies.

Watch out for a sales pitch that plays on your fears and emotions. A sales pitch that tries to frighten or "guilt" you into buying long-term care insurance is an indication that you should shop elsewhere.

Don't make your decision alone. Some unprincipled individuals prey on senior citizens. Protect yourself by talking with a trusted friend, family member and/or professional before making a commitment. Two other sources of help are staff members of the Kentucky Insurance Program for Seniors (KIPS) or your area Office of Aging. Look at the Sources section on Page 35 for contact information.

Don't be misled by advertising. Don't be misled by the endorsements of celebrities. Most of these people are actors who are paid to advertise - not insurance experts.



Be wary of cards received in the mail that look as if they were sent by the federal government. They may actually have been sent by insurance companies trying to find potential buyers. Be skeptical if you are asked questions over the phone about Medicare or your insurance. Any information you give may be sold to insurance agents who will call you or come to your home.

Be aware that it is rarely necessary to buy more than one policy. One good policy is enough.

Be aware that short-term nursing home policies provide benefits for less than 12 months. Short-term policies do not have to meet all of the same requirements as long-term care insurance. A policy must provide benefits for at least one year in order to qualify as a long-term care policy.

Don't be misled by agents who say your medical history isn't important. Disclosing your medical history is very important. Make sure you fill out the application completely and accurately. If an agent fills out the application for you, don't sign it unless you have read it and made sure it is correct. If information about the state of your health is wrong, the company may refuse to pay your claims and can cancel your policy, even though it is guaranteed renewable. Even if you are denied coverage with one company because of your health, don't give up. Try another company.



Don't be afraid to ask questions. Some examples:

- Has this company increased premiums on policies it has sold to other consumers in Kentucky or in other states?
- What long-term care facilities and home healthcare providers near my home will be covered by the policy?
- What are my choices for daily maximum, lifetime maximum, elimination period, and inflation protection?

- If the policy requires an elimination period, do I have to meet it only once, or more than once during my lifetime?
- May I hire anyone I choose to provide personal care and homemaker services under this policy? If not, what are the qualifications that care providers must meet?
- If the policy waives the premium:
 1. When is the premium waived?
 2. Does the waiver apply to all the benefits or only to nursing home care?

Know what you are buying. Make sure you know what the policies cover and what they do not. If you have questions, ask the agent before you buy.



If the agent gives you answers that are vague or differ from information in the company literature, or if you have doubts about the policy, tell the agent you will get back to him or her later. Beware of an agent who claims the policy can only be offered once. Call the company if you cannot get satisfactory answers from the agent.

Some companies sell their policies through the mail, or online, bypassing agents entirely. If you select a policy through the mail, don't hesitate to contact the company if you don't understand how the policy works.

Strength of the insurer

Consumer Reports advises: "Look for a strong insurer. Since you are buying a policy for use 20 to 30 years in the future, hunt for a company that receives high financial-safety marks from insurance-ratings companies. ... You can also check online ratings from A.M. Best, Moody's, Standard & Poor's, or Weiss (at www.ambest.com; www.moody.com; www.standardandpoors.com; and www.weissratings.com). The first three services are free; Weiss charges \$7.95 for each company rating online and \$15 by phone. Buy only from insurers that are rated in the top two financial-strength categories by at least two of the ratings services."⁴⁰

Choosing an agent

An insurance agent is a licensed professional. Insurance agents must take classes and pass certain tests to earn a license.

There are many good ways to choose an agent. Ask friends, relatives, and colleagues for recommendations. If your current insurance agent doesn't sell long-term care policies, ask your agent for a recommendation.

When selecting an agent, choose one who is licensed to sell insurance in Kentucky. To verify whether an agent is licensed and in good standing please visit our Web site at <http://doi.ppr.ky.gov/kentucky/> To access that information, use the Agent/Agency Search or call the Office of Insurance at (800) 595-6053.

It is important that you choose an agent with whom you feel comfortable and who will be available to answer your questions. Another thing to look for is an agent who is looking out for your best interests.

AFTER THE SALE

Never pay an agent in cash. Write a check and make it payable to the company.

Get contact information for both your agent and the company.

If you don't receive your policy within 45 to 65 days, contact the company. When you receive your policy, keep it in a convenient place where you can find it, and tell a trusted friend or relative where it is.

Upon receipt, read the policy again and make sure it provides the coverage you purchased. Reread the application you signed. It becomes a part of the policy. If it's not correct, notify the insurance company right away.



Remember: you are entitled to a 30-day free look on all long-term care policies. If you decide you do not want the policy after you purchase it, you can cancel the policy and get your money back if you notify the company within 30 days after the policy is delivered. Companies must allow policyholders to cancel within 30 days.

A little help from your friends: third party notification

This provision allows you to name another person (a third party) who would be notified by the company if your policy is about to lapse because the premium has not been paid. The other person can be a relative, friend or a professional like an attorney or accountant. He or she would then have a set period of time to pay the overdue premium. This provision is especially helpful for people who be suffering from an illness or mental incapacity and haven't paid the premium at a time when they may need the coverage the most.

REPLACING A POLICY



Before switching policies make sure the new policy is better than the one you already have. Even if your agent has switched companies and wants you to switch too, carefully consider any changes you make. It may be appropriate to switch, however, if you have an old policy with requirements for a prior hospital stay or for prior levels of care, and are in good health and can qualify for another policy.

Determine how your current policy differs from the new one. Your current policy might contain benefit limitations that are no longer allowed. It also might not contain benefits that must be offered in new policies. Older policies could include the following limitations:

- Requiring a hospital stay before nursing home benefits are available (hospitalization prior to nursing home confinement does not occur in many cases)
- No home health care or adult day-care benefits or only minimal coverage
- No inflation protection or other benefit increases
- No protection against cancellation due to a loss of mental or physical capacity
- No nonforfeiture benefits
- Benefit amounts that are too low to cover today's long-term care expenses.

You should compare all the benefits of your policy to any new policy you are considering. Remember, however, that a new policy with better benefits may cost significantly more than your current policy. Also, if you bought your current policy before Jan. 1, 1997, it is a tax-qualified plan. These older policies have been “grandfathered” in. A new policy may not be tax-qualified.

Consult with a personal or professional financial advisor. If you replace your current policy, the new company must give you credit for any probationary periods (including waiting periods for coverage of pre-existing health conditions) you have already served under the current policy. Two important points:

- Be sure to inform the company on the application that you’re replacing a policy.
- Don’t cancel the current policy until after you have received your new policy, or you could be left without coverage.

NOTE: If you cancel a policy in the middle of its term, most companies will not return any premiums you have paid.



Turning, turn to earn, or churning

Those are colorful terms for a dishonest and illegal practice — sales agents returning once a year to pitch a “new and improved” insurance policy. By convincing a buyer to cancel a good policy, a sales agent subjects a customer to higher premiums and new waiting periods for the sake of earning a new commission.

The age factor – when to buy long-term care insurance

“Nationally, people under age 50 account for about 2 million of the 9 million long-term care policies sold through employer-sponsored plans,” according to an article in *Drug Week Atlanta* (Jan. 2, 2004).⁴¹



Is buying early a good idea? It depends on whom you ask:

No - *Consumer Reports* says: “Although salespeople will try to get you to buy a policy as young as age 40, the coverage may be useless 40 years hence when you need it. New systems for care may emerge that will not be covered by a policy purchased today. For example, 15 years ago, long-term-care insurance did not pay for care in assisted-living facilities.

Between the ages of 55 and 60, buy long-term-care insurance only if you have a chronic condition like diabetes that could prove incapacitating over time. Otherwise, begin at about age 60 to assess whether you need long-term-care coverage, and, if so, buy at age 65. If you buy later than age 70, the policy will likely be too expensive or you may not pass the medical tests needed to qualify.”⁴²

Yes - An article in *The Wall Street Journal* (Oct. 9, 2003) states: “The insurance industry disagreed with the (*Consumer Reports*) study, saying a debilitating accident or illness requiring long-term care could strike at any time. If people wait to get this coverage, they may not be able to get it, insurers said. About 10% of applicants under age 50 are rejected for long-term-care insurance, compared with 16% of applicants age 60 to 69, according to *LTCI Sales Strategies*, a trade magazine. Insurance experts say that smart shoppers can avoid the risks, catches and exorbitant costs that *Consumer Reports* warns about.”⁴³

Endnotes

Part One

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Frequently asked questions

1. *What are types of facilities that long-term care insurance might cover?* (See Page 16.)
2. *What is not covered?* Some insurers will exclude pre-existing conditions for up to six months or less. LTC policies may exclude coverage for the following:
 - 1) Mental or nervous disorders except Alzheimer's disease which must be covered;
 - 2) Alcoholism and drug addiction;
 - 3) Illness, treatment, or medical condition arising out of:
 - (a) war or act of war;
 - (b) participation in a felony, riot or resurrection;
 - (c) service in the armed forces;
 - (d) suicide or attempted suicide, or self-inflicted injury;
 - (e) aviation (this does not apply to fare-paying passengers);
 - 4) Treatment provided by a government facility (unless otherwise required by law);
 - 5) Other government programs (except Medicaid);
 - 6) Services provided by a family member;
 - 7) Workers Compensation, employers liability or occupation disease law;
 - 8) Services for which no charge is made in the absence of insurance;
 - 9) Territorial limitations may apply.

Keep in mind that insured must meet benefit triggers in order to qualify for benefits. Requirements can also be established for facilities in order for care to be provided at those facilities.

3. *When do benefits begin?* Benefits begin after the **elimination period** has been met. Policies may have no elimination period. (See Page 32.)
4. *How long do benefits last?* Long-term care policies generally limit benefits to a maximum dollar amount or a maximum number of days. Different limits may apply for different types of coverage within the same policy. The applicant will typically choose the benefit duration at the time of application. Insurers may offer different options of benefit periods.
5. *Can a policy be canceled?* LTC policies must be **guaranteed renewable** or **noncancellable**, although noncancellable is rarely offered. Guaranteed renewable means the company must renew your policy unless you intentionally lied on the application, failed to pay premiums or exhausted your benefit. Insurers cannot make changes in your policy unless you request them. The insurer can raise premiums if the rates are approved by the Office of Insurance.

Noncancellable policies cannot be canceled unless you materially misrepresented information on the application, failed to pay premiums or exhausted your benefit. Premiums cannot be increased with this type of policy.

After the policy has been in force for two years, the insurer cannot cancel the policy due to misstatements in the application, unless the misstatements were material to the acceptance of the risk or were fraudulent.

6. *Can my premiums be increased once I purchase the policy?* Long-term care policies normally have level premiums, meaning the premiums do not automatically increase as you age or due to a health status. However, insurers can raise rates for an entire class of people if the rates are approved by the state Office of Insurance.

7. *What can I do if I don't want this policy after it's been delivered to me?* Kentucky law requires a full refund of your money provided you cancel the policy within 30 days of delivery of the policy.

8. *Should I keep my old policy or switch to a new policy?* Never drop an old policy before making sure your new policy is in force. If you are not accepted for the new policy and you have already canceled the old policy then you would be without coverage and you may not be able to purchase more coverage. There could be some situations where it makes sense to switch policies. For example, you may decide you want assisted living benefits and that isn't covered by your old policy.

Keep in mind that premiums are based on your age at the time of purchase of the new policy. The older you are when you purchase long-term care insurance the more it will cost. None of the premiums for the old policy will give you any benefits.

9. *How are premiums determined?* (See Page 14.)

10. *What are my chances of needing LTC?* (See Page 2.)

11. *Do I qualify for Medicaid or government assistance?* You can call the Kentucky Department for Medicaid Services at (800) 635-6204 or your local Medicaid office to find out if you qualify.

12. *What happens if my long-term care insurance company suddenly goes out of business?* Should this happen, the owner of the policy will be protected by a Kentucky law that states the buyer will have up to \$100,000 of coverage or the maximum benefit under the policy, whichever is less, available through the Kentucky Guaranty Association. The policyholder would be expected to continue making premium payments to the association.

13. *If new benefits are developed in the future, would a person owning a long-term care insurance policy be eligible to buy them?* That may vary from company to company, but under any circumstance, the policy-owner would be subject to underwriting regulations to determine eligibility for additional benefits. You might be turned down for new benefits, but you will NOT lose existing coverage regardless of health conditions if you keep paying the premiums.

14. *May I expect my present rates to change in the future?* There is always the possibility that a company may find it necessary to make adjustments in their existing rates. This should have been discussed with you at the time you bought your policy. Insurers are required to provide you with a past rate increase history.

15. *If I move to a more expensive part of the country will I have an opportunity to upgrade my policy to reflect current costs?* This undoubtedly would depend on your current health status. Most companies would permit you to apply for higher benefits, but this determination would depend on your health status. If accepted, your premiums would increase also.

Definitions

Many of the terms defined in this section appear in the enclosed comparison charts. Others are used throughout this booklet and are included to help you evaluate policies.

Activities of Daily Living (ADLs) - Basic daily care needs of individuals, including bathing, dressing, toileting, control of bladder or bowel functions, transferring from bed to chair, feeding and walking.

Adult Day Care - A center that provides care at least four hours per day and three days per week. Adult day care centers that provide social services and assistance with activities of daily living and are certified in this state. Centers that provide health services in addition to social services are state licensed.

Assisted Living Facilities - Provide a residential environment for people who need help with the activities of daily living (ADLs). These facilities cannot administer drugs although they can provide assistance, such as reminding you to take your medicine. Some long-term care policies require that a facility where you receive care be able to administer drugs. Such a provision would make it impossible for you to receive care at an assisted living facility. In Kentucky, these facilities are certified, not licensed. Some older long-term care policies require that assisted living facilities be licensed before the policy will cover services provided by them. Make sure you are aware of your policy's requirement in this area.

Benefit Period - The length of time you are eligible to receive benefits.

Benefit Triggers - (See Page 16.)

Cognitive Impairment - A deficiency in a person's short- or long-term memory; orientation as to person, place and time; deductive or abstract reasoning; or judgment as it relates to safety awareness (as in Alzheimer's disease).

Company Rating - The financial rating assigned to insurance companies based on accepted methods of accounting.

Conditionally Renewable - A policy that is conditionally renewable can be nonrenewed only for stated conditions other than deterioration of health. Conditionally renewable policies are often nonrenewed if all policies of the same form are nonrenewed in the state. (Conditionally renewable policies cannot be sold in Kentucky after July 15, 1992.)

Contingent Benefit Upon Lapse - Beginning July 16, 2002, insurance companies must offer a nonforfeiture benefit. If this benefit is declined, then a contingent benefit upon lapse clause must be included in the policy. The contingent benefit upon lapse is triggered when premiums increase above a certain percentage, which varies by age, and the policy/certificate lapses within 120 days of the date of the premium increase. The contingent benefit includes options to:

- Reduce benefits provided by the current coverage without requiring additional underwriting. This will keep premiums from increasing.
- Convert coverage to paid-up status with a shortened benefit period.
- Notify the policyholder or certificate holder that a default or a lapse at any time during the 120-day period will be regarded as an acceptance of the offer to convert. Nonforfeiture benefits provide similar options although the options are available at any time and are not contingent upon a rate increase.

Chronically Ill - In general, the federal definition of a “chronically ill individual” means any individual who has been certified by a licensed health care practitioner as:

- (i) Being unable to perform (without substantial assistance from another individual) at least two activities of daily living for a period of at least 90 days due to loss of functional capacity,
- (ii) Having a level of disability similar (as determined under regulations prescribed by the secretary in consultation with the secretary of Health and Human Services) to the level of disability described in clause (i), or
- (iii) Requiring substantial supervision to protect such individual from threats to health and safety due to severe cognitive impairment.

Such term shall not include any individual otherwise meeting the requirements of the preceding sentence unless within a 12-month period a licensed health care practitioner has certified that such individual meets such requirements. — *From Public Law 104-191, Subtitle C, Part I Health Insurance Portability & Accountability Act (HIPAA)*

Custodial Care - See **Personal Care**.

Deductible Period - See **Elimination Period**.

Elimination Period - Insurers use different elimination periods to determine when benefits will begin. Some companies state that benefits will begin after services have been provided for a set number of days, determined by the policyholder at the time of application. Other companies begin the period when the policyholder is determined to be chronically ill. If the policyholder does not receive home health benefits every day, this could prolong the date that benefits will begin. Be sure you know what triggers the beginning and ending of the elimination period in policies you are considering for purchase.

Exclusion - Any condition or medical expense that the policy will not pay.

Guaranteed Renewable - The policyowner has a contractual right to renew the policy, but the insurer may increase the premiums on all like policies as a class.

Hands-on assistance - When a policy refers to “hands-on assistance” it means the physical assistance of another person without whom you would be unable to perform an activity of daily living. “Standby assistance” refers to the presence of another person within arm’s length who is necessary to prevent, by physical intervention, your injury while you are performing an activity of daily living. For example, while you may be able to move yourself in and out of bed, if there is a high possibility you may fall while performing this activity, then you would need standby assistance. If, however, you cannot get out of bed yourself at all, then you would need hands-on assistance to perform this activity. When considering policies, remember that “hands-on” is more restrictive. More information is available in your policy under the definition of “substantial assistance.”

Home Health Care - Care received in a person’s home. It may include part-time skilled nursing care, special therapies such as speech, physical or occupational, part-time services of a home health aide, or part-time help from homemakers.

Hospice Care - A public agency or private organization that is primarily engaged in providing pain relief, symptom management and supportive services to terminally ill people and their families.

Inflation Benefits - A feature in some long-term care policies that allows the initial daily benefit to increase each year to offset increases in nursing home and/or home health care costs. Specific benefits may vary.

Intermediate Care - Care needed for stable conditions that require daily, but not 24-hour, nursing supervision. Such care is supervised by registered nurses or licensed practical nurses and ordered by a physician. Intermediate care is less specialized and requires fewer procedures than skilled nursing care. It often involves more personal care and is generally needed for a longer period of time.

License - All nursing homes are state licensed. Most long-term care policies require the nursing home to be licensed by the state.

Lifetime Maximum Benefit - The total period that benefits are payable. This may be measured in days or dollar amounts.

Medicaid - A joint federal and state program for persons determined to have medical needs and to be financially eligible.

Medically Necessary - A term used in some policies to clarify certain medical needs that must exist in order for benefits to be paid. Many policies do not use this definition. The definition of medical necessity may vary from policy to policy. Some may rely on your physician's opinion while others may make their own determination.

Medicare - A federal health insurance program that includes limited coverage with specific eligibility requirement for long-term care. Benefits for hospice care, home health care and respite care are also provided by Medicare. More information on Medicare is available by contacting the SHIP Medicare information line: 1-877-293-7447. Some publications, including Medicare & You, are online at <http://www.medicare.gov/>.

Noncancellable - This term can be used only when the insured has the right to continue the long-term care policy in force by making timely payment of premiums during which period the insurance company has no right to unilaterally make any change in any provision of the insurance or in the premium rate.

Nursing Care Facility - In Kentucky, skilled and intermediate care now go by one name, "nursing facility care."

Out-of-pocket - (See Page 9.)

Period of Confinement - The first day benefits are paid for inpatient long-term care to the day benefits end.

Personal Care - (Often referred to as "custodial care") is very confusing when it comes to long-term care insurance. Each policy will have its own definition. This level of care helps a person perform activities of daily living. It is typically given by people without medical skills. This care includes minimal assistance or supervision with bathing, eating, dressing and other routine activities of daily living. It is less intensive or complicated than skilled or intermediate care.

Pre-existing Conditions Waiting Period - The amount of time a policy must be in effect before it pays for care related to a health problem you had when you applied for coverage.

Premium - The amount of money you will be charged for a policy.

Respite Care - Short-term care provided to relieve primary care givers.

Restoration of Benefits - After some benefits are used, full benefits are restored, as if none of the benefits had been used; usually there are some restrictions to this provision.

Return of Premium - Some long-term care policies will return a percentage of the premiums paid over the life of the policy if little or no benefits have been used.

Spend down - A requirement that an individual use up most of his or her income before qualifying for Medicaid. (See Page 8.)

Skilled Care - Medical care that must be administered by skilled personnel such as registered nurses or professional therapists. This care is available 24 hours per day, is ordered by a physician, and usually involves a treatment plan. Some people need skilled care for only a short time after an acute illness, while others require such care for longer periods. A few who receive such care remain at home with help from visiting nurses. This is the only level of care that may be paid by Medicare.

Standby assistance - See **Hands-on assistance**.

Tax qualified - (See Pages 17-19.)

Underwriting - The process of reviewing insurance applications or obtaining physician statements and other medical information to determine if the insurance company will issue a policy.

Waiver of Premium - Premiums are no longer required to be paid after a specified period of time while benefits are being received.

Sources of Information

Kentucky's Benefit Counseling Program

The Kentucky Benefits Counseling Program is a statewide one-on-one counseling service for adults, age 60 and older. Counseling includes information about public and private benefits, action to secure benefits or appeal denials, help in understanding health insurance options, help in organizing Medicare paperwork and advocacy on behalf of the client. Counselors are trained volunteers who donate their time to assist older adults through the red tape of public and private benefits. Counseling is done locally.

To schedule an appointment with a benefits specialist, phone the agency on aging in your area, your local senior citizens center, or the Kentucky Office of Aging Services at (502) 564-6930.

Kentucky Association of HealthCare Facilities

9403 Mill Brook Road
Louisville, KY 40223
(502) 425-5000
Web site: <http://www.kahcf.org/>

Kentucky Office of Insurance

215 West Main Street
P. O. Box 517
Frankfort, KY 40602-0517
(502) 564-3630
Toll free (800) 595-6053
TTY (for deaf/hard-of-hearing) (800) 462-2081
Office of Insurance Web site: <http://doi.ppr.ky.gov/kentucky>

Office of Long-Term Care Ombudsman

Cabinet for Health and Family Services/Office of Aging Services
275 East Main Street
Frankfort, KY 40621
(502) 564-6930
Long-term care toll free number: (800) 372-2991
SHIP Medicare information line: (877) 293-7447
Web site: <http://chs.state.ky.us/>

You will also find helpful information at:

- .. Your local public library. Ask the librarian about books, articles and other information on long-term care issues.
- .. Local senior citizen centers
- .. Local area agencies on aging
- .. The official U. S. government site for Medicare: <http://www.medicare.gov/>

Use this breakdown of the Comparison Chart (using a fictitious company)

Insurance Company	Product Name & Form Number	Indemnity vs Expense Incurred	Policy Type	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Nursing Home Benefits Available
Acme Insurance 431 Main Street Anytown, USA 55555 1-555-555-5555	Futura 12105/ 12106	Indemnity	Individual	30 to 84	None	0, 30, 90, or 180 days	\$50 to \$210 per day

Be sure that the policy you purchase has the same form number as the policy you evaluate. (Policy names & form numbers taken directly from company information.)

This policy is available to people between the ages of 30 and 84. There are no restrictions or limitations placed on applicants 80 or older because there is no asterisk (*) to indicate this.

Benefit is a set dollar amount, not based on services received or expenses incurred.

This shows that this policy is an individual policy available to any individual with no group membership or affiliation required.

This policy has no waiting period for applicants with a pre-existing condition.

Four elimination period options are available under this plan. The shorter the elimination period, the higher the premiums will be.

The plan offers different levels of daily benefits. The greater the daily benefit, the higher your premiums will be.

to better understand how to compare companies and policies.

Three benefit periods are available.

Inflation Protection, Type A, which provides automatic yearly increases of no less than 5 percent of the benefit level in effect just prior to the increase. No other inflation protection options are offered.

Length of Full Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age:	55	65	75
3, 6 or lifetime	home health; adult daycare; respite care; assisted living;	equipment; return of premium; bed reservation; alternate care;	A No	Yes	\$ 60/Day \$ 80/Day \$100/Day	\$180 \$240 \$300	\$456 \$608 \$760	\$1,404 \$1,872 \$2,340
(3-year benefit period – 30-day elimination period)								

This plan offers several additional benefits, each of which will increase the premiums.

The plan is tax-qualified.

Premiums for three age groups with coverage for 3 years and a 30-day elimination (deductible) period.

Other benefits available:

assisted living benefits
 home health care daily benefits
 adult day care daily benefits
 respite care benefits
 return of premium
 care coordination/care management
 caregiver training
 bed reservation benefits
 equipment benefits
 alternate care benefits

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Allianz Life Insurance of North America 5701 Golden Hills Dr. P. O. Box 59060 Minneapolis, MN 55416-1297 800-950-1962 NAIC 90611	Term LTC 8-P-Q-KY	Individual	Expense Incurred	18 to 79 years	None	90 days	2, 3, or 5 years
	Guaranteed Renewable						
	Generation Protector 10-P-Q-KY	Individual	Expense Incurred	18 to 84 years	None	7, 30, 60, 90, or 180 days	2, 3, 4, 5, 8 years or lifetime
	Guaranteed Renewable						
American Family Life Assurance Co. of Columbus (AFLAC) 1932 Wynnton Road Columbus, GA 31999 800-992-3522 NAIC 60380	Tax Qualified Long-term Care Policy A-27000-KY	Individual	Indemnity	18 to 65 years	None	None	1, 2, 3, or 5 years
	Guaranteed Renewable						
American Fidelity & Liberty Insurance Company (AF&L) 1800 Street Road Warrington, PA 18976 800-659-9206 NAIC 35963	HHC-4	Individual	Expense Incurred	18 to 99 years	6 months	0, 20 or 100 days	1, 2, 3, 4, 5 years or lifetime
	Guaranteed Renewable						
	LTC-7	Individual	Expense Incurred	18 to 99 years	6 months	0, 20 or 100 days	1, 2, 3, 4, 5 years or lifetime
	Guaranteed Renewable						

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$350 per day	assisted living, care coordination, care management, alternate care	home health, adult daycare	No A	Yes	\$80/Day \$100/Day \$120/Day	\$224.00 \$280.00 \$336.00	\$396.80 \$496.00 \$595.20	\$953.60 \$1,192.00 \$1,430.40
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$100 to \$500 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return, equipment	Yes A	Yes	\$80/Day \$100/Day \$120/Day	N/A \$413.10 \$495.72	N/A \$798.66 \$958.39	N/A \$2,083.86 \$2,500.63
					(1 person; 3-year benefit period; 60-day elimination period)			
\$60 to \$200 per calendar year	assisted living, home health, adult daycare		No A	Yes	\$80/Day \$100/Day \$120/Day	\$422.40 \$528.00 \$633.60	\$787.20 \$984.00 \$1,180.80	N/A N/A N/A
					(1 person; 3-year benefit period; no elimination period)			
N/A	home health, adult daycare, care coordination, care management, caregiver training		Yes A	No	\$80/Day \$100/Day \$120/Day	\$288.64 \$360.80 \$432.96	\$380.48 \$475.60 \$570.72	\$780.64 \$975.80 \$1,170.96
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			
\$50 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	No	\$80/Day \$100/Day \$120/Day	\$523.32 \$615.88 \$663.05	\$800.11 \$928.27 \$987.01	\$1,748.85 \$1,999.83 \$2,098.62
					(1 person - base premium only - do not include options; 2.5-year benefit period; 100-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
American Fidelity & Liberty Insurance Company (AF&L) <i>(continued)</i>	LTC-8 Guaranteed Renewable	Individual	Expense Incurred	18 to 99 years	6 months	0, 20, 60 or 100 days	1, 2, 3, 4, 5 years or lifetime
	LTC-8-TQ (KY) Guaranteed Renewable	Individual	Expense Incurred	18 to 99 years	6 months	0, 20, 60 or 100 days	1, 2, 3, 4, 5 years or lifetime
	LTC-10 (KY) Guaranteed Renewable	Individual	Expense Incurred	18 to 99 years	6 months	0, 20, 60, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
	QLTC-10 (KY) Guaranteed Renewable	Individual	Expense Incurred	18 to 99 years	6 months	0, 20, 60, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
Bankers Life & Casualty Company 222 Merchandise Mart Plaza Chicago, IL 60654 888-282-8252 NAIC 61263 **NOTE: (X max. daily benefit) or lifetime	Tax-Qualified Long term care (Facility-based care only) GR-N 340 Guaranteed Renewable	Individual	Expense Incurred	18 to 89 years	None	0, 15, 30, 60, 90 or 180 days	365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 **(see NOTE)

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$300 per day	assisted living home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	No	\$80/Day	\$360.00	\$576.00	\$1,555.20
					\$100/Day	\$450.00	\$720.00	\$1,944.00
					\$120/Day	\$540.00	\$864.00	\$2,332.80
\$50 to \$300 per day	assisted living home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	Yes	(1 person; 3-year benefit period; 60-day elimination period)			
					\$80/Day	\$345.60	\$547.20	\$1,476.00
					\$100/Day	\$432.00	\$684.00	\$1,845.00
\$50 to \$300 per day	adult daycare, respite care, bed reservation	assisted living, home health, care coordination, care management	Yes A	No	\$80/Day	\$316.80	\$396.00	\$475.20
					\$100/Day	\$532.80	\$666.00	\$799.20
					\$120/Day	\$1,454.40	\$1,818.00	\$2,181.60
\$50 to \$300 per day	adult daycare, respite care, bed reservation	assisted living, home health, care coordination, care management	Yes A	Yes	(1 person; 3-year benefit period; 60-day elimination period)			
					\$80/Day	\$302.40	\$504.00	\$1,382.40
					\$100/Day	\$378.00	\$630.00	\$1,728.00
\$50 to \$300 per day	adult daycare, respite care, bed reservation	assisted living, home health, care coordination, care management	Yes A	Yes	\$120/Day	\$453.60	\$756.00	\$2,073.60
					(1 person; 3-year benefit period; 60-day elimination period)			
\$40 to \$300 per day	assisted living, care coordination, care management, bed reservation, equipment, alternate care, ambulance services	premium return	Yes A	Yes	\$80/Day	\$248.00	\$575.00	\$1,669.00
					\$100/Day	\$310.00	\$719.00	\$2,086.00
					\$120/Day	\$372.00	\$862.00	\$2,503.00
\$40 to \$300 per day	assisted living, care coordination, care management, bed reservation, equipment, alternate care, ambulance services	premium return	Yes A	Yes	(1 person; 3-year benefit period (1095 multiplier); 60-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Bankers Life & Casualty Company <i>(continued)</i> **NOTE: (X max. daily benefit) or lifetime **NOTE: (X max. daily benefit) or lifetime **NOTE: (X max. daily benefit) or lifetime **NOTE: (X max. daily nursing home benefit) or lifetime HHC limited to 50% lifetime maximum benefit amount **NOTE: (X max. daily nursing home benefit) or lifetime	Tax-Qualified Long term care policy GR-N350 Guaranteed Renewable	Individual	Expense Incurred	18 to 89 years	None	0, 15, 30, 60, 90 or 180 days	365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 ** (see NOTE)
	Long term care policy (Facility care only) GR-N 370 Guaranteed Renewable	Individual	Expense incurred	18 to 89 years	None	0, 15, 30, 60, 90, or 180 days	365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 ** (see NOTE)
	Long term care policy GR-N 380 Guaranteed Renewable	Individual	Expense Incurred	18 to 89 years	None	0, 15, 30, 60, 90 or 180 days	365, 500, 730, 1000, 1095, 1460, 1500, 1825, 2000, 2190, 2500, 2920 ** (see NOTE)
	Tax-Qualified Long term care policy GR-N 420 Guaranteed Renewable	Individual	Expense Incurred	18 to 89 years	None	0, 30, 90, or 180 days	365, 730, 1095, 1460, 1825, 2190, 2920 ** (see NOTE)
	Long term care policy GR-N 430 Guaranteed Renewable	Individual	Expense incurred	18 to 89 years	None	0, 30, 90 or 180 days	365, 730, 1095, 1460, 1825, 2190, 2920 ** (see NOTE)

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care, ambulance services	premium return	Yes A	Yes	\$80/Day	\$360.00	\$775.00	\$2,005.00
					\$100/Day	\$450.00	\$968.00	\$2,506.00
					\$120/Day	\$540.00	\$1,162.00	\$3,007.00
					(1 person; 3-year benefit period (1095 multiplier); 60-day elimination period) 100% HHC Option			
\$40 to \$300 per day	assisted living, care coordination, care management, bed reservation, equipment, alternate care, ambulance services	premium return	Yes A	No	\$80/Day	\$253.00	\$586.00	\$1,702.00
					\$100/Day	\$316.00	\$733.00	\$2,128.00
					\$120/Day	\$380.00	\$880.00	\$2,553.00
					(1 person; 3-year benefit period (1095 multiplier) 60-day elimination period)			
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care, ambulance services	premium return	Yes A	No	\$80/Day	\$374.00	\$806.00	\$2,085.00
					\$100/Day	\$468.00	\$1,007.00	\$2,606.00
					\$120/Day	\$561.00	\$1,209.00	\$3,128.00
					(1 person; 3-year benefit period (1095 multiplier) 60-day elimination period) 100% HHC Option			
\$40 to \$300 per day	assisted living, home health, adult daycare, care coordination, care management		Yes A	Yes	\$80/Day	\$283.00	\$605.00	\$1,534.00
					\$100/Day	\$354.00	\$756.00	\$1,918.00
					\$120/Day	\$425.00	\$907.00	\$2,302.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, home health, adult day care, care coordination, care management		Yes A	No	\$80/Day	\$295.00	\$629.00	\$1,596.00
					\$100/Day	\$368.00	\$786.00	\$1,995.00
					\$120/Day	\$442.00	\$943.00	\$2,394.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Catholic Order of Foresters PO Box 3012 Naperville, IL 60566 800-552-0145 NAIC 57487	FCLTC2002 Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	20, 60, 90, or 180 days	2, 3, 5 years or lifetime
Combined Ins. Co. of America 5050 Broadway Chicago, IL 60640 800-999-2170 NAIC 62146	Qualified Long Term Care 14515-KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	20, 90, or 180 days	400, 800, 1200, 1600 Lifetime Multiplier, or Lifetime
Continental General Ins. Co. PO Box 29136 Shawnee Mission, KS 66201 877-291-5434 NAIC 71404	Comprehensive Long Term Care 4T1KY Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 30, 90, 180, or 365 days	1, 2, 3, 5, or lifetime
Country Life Insurance Company 1701 Towanda Avenue Bloomington, IL 61701 877-538-6441 Ext. 4850 NAIC 62553	a.) Tax Qualified Comprehensive Long Term Care LTC-500 Guaranteed Renewable b.) Tax Qualified Facility Only Long Term Care LTC-520 Guaranteed Renewable	Individual	Expense Incurred Indemnity <i>(Optional Rider Only)</i>	18 to 84 years	None	30, 90, 180 or 365 days	2, 3, 4, 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$300 per 10	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes A	Yes	\$80/Day \$100/Day \$120/Day (1 person; 3-year benefit period; 60-day elimination period)	\$370.65 \$463.31 \$555.97	\$713.05 \$891.31 \$1,069.57	\$1,861.00 \$2,327.25 \$2,792.70
\$50 to \$250 per day	assisted living, home health, adult day care, respite care, care coordination, care management, caregiver training, bed reservation, alternative care		No A	Yes	\$80/Day \$100/Day \$120/Day (1 person - base premium only - do not include options; 800 benefit period (multiplier); 20-day elimination period)	\$272.00 \$340.00 \$408.00	\$560.00 \$700.00 \$840.00	\$1,560.00 \$1,950.00 \$2,340.00
\$60 to \$250 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	Yes	\$80/Day \$100/Day \$120/Day (1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)	\$512.00 \$640.00 \$768.00	\$968.00 \$1,210.00 \$1,452.00	\$2,672.00 \$3,340.00 \$4,008.00
\$50 to 350 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes A	Yes	\$80/Day \$100/Day \$120/Day (1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)	\$468.88 \$586.10 \$703.32	\$932.64 \$1,165.80 \$1,398.96	\$2,552.56 \$3,190.70 \$3,828.84

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Country Life Insurance Company <i>(continued)</i>	c.) Tax Qualified Comprehensive Shared Benefit Long Term Care LTC-540 Guaranteed Renewable						and 6, 8 or 10 years (Shared Benefit Only)
CUNA Mutual Life Insurance Co. 2000 Heritage Way Waverly, IA 50677 800-356-6006 NAIC 65749	2002-LTC-COMP (KY 1) Guaranteed Renewable	Individual	Expense Incurred	18 to 85 years	None	30, 60, 90 or 180 days	1, 2, 3, 4, 5 days or lifetime
Equitable Life & Casualty Ins. Co. 3 Triad Center Suite 200 Salt Lake City, UT 84180-1202 800-352-5170 NAIC 62925	EquiCare 2002 2002 Guaranteed Renewable	Individual	Expense Incurred	0 to 84 years	None	30, 90, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
General Electric Financial Assurance Co. 6630 West Broad St. Richmond, VA 23230 804-484-3883 NAIC 70025	Classic Select 7042-KY Guaranteed Renewable	Individual	Expense Incurred	18 to 79 years	None	30, 90, 180, or 365 days	2, 3, 4, 5, 6, 8, 10 years or lifetime
Great American Life Insurance Co. P. O. Box 559002 Austin, TX 78755-9002 800-880-2745 NAIC 63312	At Home Advantage 2LTC1P0001 Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	20, 60, 90, or 180 days	2, 3, 4, 5, 6 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$500 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservation, equipment, alternate care	premium return care coordination care management	Yes A	Yes	\$80/Day \$100/Day \$120/Day	\$378.00 \$472.50 \$567.00	\$831.60 \$1,039.50 \$1,247.40	\$2,083.20 \$2,604.00 \$3,124.80 (1 person; 3-year benefit period; 60-day elimination period)
\$50 to \$250 per day	assisted living care coordination, care management, bed reservation, equipment, alternate care	home health, adult day care, respite care, premium return, caregiver training	Yes A	Yes	\$80/Day \$100/Day \$120/Day	\$272.00 \$340.00 \$408.00	\$412.80 \$516.00 \$619.20	\$1,056.00 \$1,320.00 \$1,584.00 (1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)
\$50 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		Yes A	Yes	\$80/Day \$100/Day \$120/Day	\$403.00 \$504.00 \$605.00	\$774.00 \$968.00 \$1,162.00	\$2,234.00 \$2,792.00 \$3,350.00 (1 person; 3-year benefit period; 90-day elimination period)
\$50 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes A	Yes	\$80/Day \$100/Day \$120/Day	\$330.74 \$413.42 \$496.11	\$673.73 \$842.16 \$1,010.59	\$1,898.69 \$2,373.36 \$2,848.06 (1 person; 3-year benefit period; 60-day elimination period)

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Guarantee Trust Life Insurance Co. 1275 Milwaukee Ave. Glenview, IL 60025 800-338-7452 NAIC 64211	Legacy Series Tax-Qualified Long-Term Care Insurance (Facility benefits only) G0180-KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 20, 100, 180, or 365 days	1, 2, 3, 5 years or lifetime
	Legacy Series Non-Qualified Long-Term Care Insurance (Facility benefits only) G0181-KY Guaranteed Renewable	individual	Expense Incurred	18 to 84 years	None	0, 20, 100, 180, or 365 days	1, 2, 3, 5 years or lifetime
	Legacy Series Tax-Qualified Comprehensive Long-Term Care Insurance G0100-KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 20, 100, 180, or 365 days	1, 2, 3, 5 years or lifetime
	Legacy Series Non-qualified Comprehensive Long-Term Care Insurance G0101-KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 20, 100, 180, or 365 days	1, 2, 3, 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$40 to \$300 per day	assisted living, care coordination, care management, bed reservation, equipment, alternate care	home health, premium return	Yes	Yes	\$80/Day	\$199.26	\$512.09	\$1,438.61
			A		\$100/Day	\$249.07	\$640.11	\$1,798.26
			C		\$120/Day	\$298.89	\$768.13	\$2,157.91
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			
\$40 to \$300 per day	assisted living, care coordination, care management, bed reservation, equipment, alternate care	home health, premium return	Yes	No	\$80/Day	\$209.22	\$537.69	\$1,510.54
			A		\$100/Day	\$261.52	\$672.11	\$1,888.18
			C		\$120/Day	\$313.83	\$806.53	\$2,265.81
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes	Yes	\$80/Day	\$311.43	\$733.70	\$1,989.06
			A		\$100/Day	\$389.29	\$917.12	\$2,486.32
			C		\$120/Day	\$467.14	\$1,100.54	\$2,983.59
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes	No	\$80/Day	\$327.00	\$770.38	\$2,088.51
			A		\$100/Day	\$408.75	\$962.98	\$2,610.64
			C		\$120/Day	\$490.50	\$1,155.57	\$3,132.77
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
John Hancock Life Insurance Co. P. O. Box 111 Boston, MA 02117 888-377-7311 NAIC 65099	Custom Care II LTC-03 KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	30, 60, 90, 180 or 365 days	2, 3, 4, 5, 6, 10 years or lifetime
	Essential Care II BSC-03 KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	30, 60, 90, 180 or 365 days	2, 3, 4, 5, 6, 10 years or lifetime
Kanawha Ins. Co. P. O. Box 610 Lancaster, SC 29721 800-942-7355 NAIC 65110	Long Term Care 82000 1/01 KY Guaranteed Renewable	Individual	Indemnity	16 to 84 years	None	0, 30, 90 or 180 days	2, 3, 4 years or lifetime
Life Investors Insurance Company of America P. O. Box 93020 Hurst, TX 76053 NAIC 64130	GoldenCare Personal Solutions LI 1-FP (KY) 402 Guaranteed Renewable	Individual	Expense Incurred	18 to 100 years	None	0, 30, 60, 90 or 180 days	2, 3, 4, 5, 6 years or lifetime
Lincoln Benefit Life Insurance Co. P. O. Box 4243 Woodland Hills, CA 91367 888-503-8110 NAIC 65595	SeniorLinc Premier LB-700P-KY (Q) & (NQ) Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	30 or 90 days	3, 5 or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$500 per day or \$1,500 to \$15,000 per month	assisted living, home health, adult daycare, respite care, premium return, care coordination, care management, caregiver training, bed reservation, equipment		Yes A	Yes	\$80/Day	\$471.50	\$893.38	\$2,605.68
					\$100/Day	\$589.38	\$1,116.72	\$3,257.10
\$50 to \$500 per day	assisted living, home health, adult daycare, respite care, bed reservation		Yes A	Yes	\$120/Day	\$707.26	\$1,340.06	\$3,908.52
					(1 person; 3-year benefit period; 60-day elimination period)			
\$50 to \$400 per day	assisted living, adult daycare, respite care, care coordination, care management, bed reservation, alternate care	home health, premium return	Yes A	Yes	\$80/Day	\$254.40	\$617.84	\$2,594.24
					\$100/Day	\$318.00	\$772.30	\$3,242.80
\$40 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes A C	Yes	\$120/Day	\$381.60	\$926.76	\$3,891.36
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, respite care, care coordination, care management, bed reservation, equipment, alternate care	home health, adult daycare, premium return, caregiver training	Yes A	Yes	\$80/Day	\$606.00	\$758.00	\$909.00
					\$100/Day	\$1,059.00	\$1,323.00	\$1,588.00
					\$120/Day	\$2,788.00	\$3,485.00	\$4,182.00
					(1 person; 3-year benefit period; 60-day elimination period)			
					\$80/Day	\$252.00	\$534.24	\$1,350.72
					\$100/Day	\$315.00	\$667.80	\$1,688.40
					\$120/Day	\$378.00	\$801.36	\$2,026.08
					(1 person - base premium only - do not include options; 3-year benefit period; 90 day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Loyal American Life Insurance Co. P. O. Box 26580 Austin, TX 78755 800-633-6752 NAIC 65722	Tax-Qualified SeniorClass Long Term Care L-6000-TQ-KY Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	7, 30, 60, 90, or 180 days	2, 3, 4, 5, 6 years or lifetime
	Non-Qualified SeniorClass Long Term Care L-6000-NQ-KY Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	7, 30, 60, 90 or 180 days	2, 3, 4, 5, 6 years or lifetime
Massachusetts Mutual Life Ins. Co. P. O. Box 4243 Woodland Hills, CA 91367 888-505-8952 NAIC 65935	SignatureCare MM-300-P-KY Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	30, 90 or 180 days	3, 4, 6 years or lifetime
Medico Life Ins. Co. 1515 S. 75th Street Omaha, NE 68124 800-228-6080 NAIC 71471	Versatile Care LT201TQ Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	30 or 90 days	2, 3, 4, 5 years or lifetime
	Versatile Care LT201 Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	30 or 90 days	2, 3, 4, 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$250 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training bed reservation, equipment, alternate care		Yes A	Yes	\$80/Day	\$270.82	\$555.17	\$1,503.03
					\$100/Day	\$338.52	\$693.97	\$1,878.79
\$50 to \$250 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training bed reservation, equipment, alternate care		Yes A	No	\$120/Day	\$406.22	\$832.76	\$2,254.54
					(1 person; 3-year benefit period; 60-day elimination period)			
\$20 to \$300 per day	assisted living, respite care, care coordination, care management, bed reservation, equipment, alternate care	home health, adult daycare, premium return, caregiver training	Yes A	Yes	\$80/Day	\$222.57	\$445.13	\$1,290.24
					\$100/Day	\$278.21	\$556.42	\$1,612.80
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	Yes	\$120/Day	\$333.85	\$667.70	\$1,935.36
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$60/Day	\$130.00	\$292.00	\$837.00
					\$80/Day	\$173.00	\$389.00	\$1,116.00
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$100/Day	\$216.00	\$486.00	\$1,395.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$60/Day	\$146.00	\$319.00	\$923.00
					\$80/Day	\$195.00	\$425.00	\$1,231.00
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$100/Day	\$243.00	\$531.00	\$1,539.00
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Metropolitan Life Insurance Company 57 Greens Farms Road Westport, CT 06880 888-565-3761 NAIC 65978	MetLife VIP Ideal Policy LTC-IDEAL-KY	Individual	Expense Incurred	18 to 84 years	None	20, 45 or 100 days	2, 3, 4, 5, 7 years or lifetime
	Guaranteed Renewable						
	MetLife VIP Value Policy LTC-VAL-KY	Individual	Expense Incurred (Indemnity rider available)	18 to 84 years	None	20, 45 or 100 days	2, 3, 4, 5, 7 years or lifetime
	Guaranteed Renewable						
	VIP Premier Policy LTC-PREM-KY	Individual	Indemnity for Facility Care Disability for Home Care	18 to 84 years	None	20, 45 or 100 days	2, 3, 4, 5 or 7 years
	Guaranteed Renewable						
	MetLife VIP - Facilities Only Policy LTC-FAC-KY	Individual	Expense Incurred	18 to 84 years	None	20, 45 or 100 days	2, 3, 4, 5, 7 years or lifetime
	Guaranteed Renewable						
Monumental Life Insurance Company 2705 Brown Trail Suite 500 Bedford, TX 76021 800-338-0257 NAIC 66281	Monumental LTC Plus MLC 1-FP (KY) 402	Individual	Expense Incurred	18 to 99	None	20, 60, 100, 120, 150 or 180 days	2, 3, 4, 5 years or lifetime
	Guaranteed Renewable						

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes	Yes	\$80/Day	\$422.31	\$886.74	\$2,751.07
			A		\$100/Day	\$527.89	\$1,108.42	\$3,438.84
			C		\$120/Day	\$633.46	\$1,330.11	\$4,126.61
			(1 person - base premium only - do not include options; 3-year benefit period; 45-day elimination period) 100% home care reimbursement					
\$50 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes	Yes	\$80/Day	\$392.75	\$824.65	\$2,558.54
			A		\$100/Day	\$490.94	\$1,030.81	\$3,198.17
			C		\$120/Day	\$589.12	\$1,236.98	\$3,837.80
			(1 person - base premium only - do not include options; 3-year benefit period; 45-day elimination period) 100% home care reimbursement					
\$50 to \$400 per day	assisted living, home health, adult daycare, care coordination, care management, bed reservation	premium return	Yes	Yes	\$80/Day	\$658.88	\$1,356.66	\$4,016.61
			A		\$100/Day	\$823.60	\$1,695.82	\$5,020.76
			C		\$120/Day	\$988.32	\$2,034.99	\$6,024.91
			(1 person - base premium only - do not include options; 3-year benefit period; 45-day elimination period) 100% home care reimbursement [<i>if insured is not in a facility</i>]					
\$50 to \$400 per day	assisted living, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes	Yes	\$80/Day	\$241.11	\$617.03	\$1,938.98
			A		\$100/Day	\$301.39	\$771.28	\$2,423.72
			C		\$120/Day	\$361.66	\$925.54	\$2,908.47
			(1 person - base premium only - do not include options; 3-year benefit period; 45-day elimination period)					
\$40 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes	Yes	\$80/Day	\$542.00	\$947.00	\$2,494.00
			A		\$100/Day	\$678.00	\$1,184.00	\$3,117.00
			C		\$120/Day	\$813.00	\$1,420.00	\$3,740.00
			(1 person; 3-year benefit period; 60-day elimination period)					

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Mutual of Omaha Insurance Company Mutual of Omaha Plaza, 4th Floor Omaha, NE 68175 800-775-6000 NAIC 71412	Long-Term Care Insurance NHA Guaranteed Renewable	Individual	Indemnity for Nursing Care & Hospice Care Facilities	18 to 79 years	6 months	0, 20, 90, 180 or 365 days	1, 2, 3, 5 years or lifetime
	Long-Term Care Insurance designed for Married Couples LTA Guaranteed Renewable	Individual	Indemnity for Nursing Care Facility - other benefits are expense incurred	18 to 79 years	6 months	0, 20, 90, 180 or 365 days	1, 2, 3, 5 years or lifetime
Mutual Protective Insurance Company 1515 S. 75th Street Omaha, NE 68421 800-228-6080 NAIC 31119	Versatile Care LT201TQ Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	30 or 90 days	2, 3, 4, 5 or lifetime
	Versatile Care LT201 Guaranteed Renewable	Individual	Indemnity	18 to 85 years	None	30 or 90 days	2, 3, 4, 5 or lifetime
National States Insurance Company 1830 Craig Park Court Suite 100 St. Louis, MO 63146 800-868-6788 NAIC 60593	Long-Term Care Policy QLT-(02) Guaranteed Renewable	Individual	Expense Incurred	40 to 89 years	6 months	0, 20, 100 or 180 days	1, 2, 3, 4, or 5 years

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes A	No	\$80/Day	\$360.96	\$816.96	\$2,141.76
					\$100/Day	\$451.20	\$1,021.20	\$2,677.20
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes A	No	\$120/Day	\$541.44	\$1,225.44	\$3,212.64
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes A	No	\$80/Day	\$376.32	\$830.40	\$2,080.32
					\$100/Day	\$470.40	\$1,038.00	\$2,600.40
\$40 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	premium return	Yes A	No	\$120/Day	\$564.48	\$1,245.60	\$3,120.48
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	Yes	\$60/Day	\$130.00	\$292.00	\$837.00
					\$80/Day	\$173.00	\$389.00	\$1,116.00
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$100/Day	\$216.00	\$486.00	\$1,395.00
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$60/Day	\$146.00	\$319.00	\$923.00
					\$80/Day	\$195.00	\$425.00	\$1,231.00
\$40 to \$300 per day	assisted living, bed reservation, equipment, alternate care	home health, adult daycare, respite care, premium return, caregiver training	Yes A C	No	\$100/Day	\$243.00	\$531.00	\$1,539.00
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			
\$20 to \$200 per day	assisted living, adult daycare, respite care, bed reservation	home health	No A	Yes	\$80/Day	\$216.00	\$456.00	\$1,280.00
					\$100/Day	\$270.00	\$570.00	\$1,600.00
\$20 to \$200 per day	assisted living, adult daycare, respite care, bed reservation	home health	No A	Yes	\$120/Day	\$324.00	\$684.00	\$1,920.00
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
National States Insurance Company <i>(continued)</i>	Preferred Assisted Living PAL-1 (02) Guaranteed Renewable	Individual	Expense Incurred	40 to 89 years	6 months	0, 20, 100 or 180 days	1, 2, 3, 4, or 5 years
New York Life Insurance Company 7501 N. Capital of TX Hwy Suite C-100 Austin, TX 78731-1774 800-723-5555 (Ext. 5584) NAIC 66915	Long-Term Care Insurance Policy ILTC-5000 (KY) (1001) Guaranteed Renewable	Individual	Expense Incurred	18 to 85 years	None	20, 90 or 180 days	2, 3, 4, 5, years or lifetime
	Assisted Care Living Facility Insurance Policy INH-5000 (KY) (1001) Guaranteed Renewable	Individual	Expense Incurred	18 to 85 years	None	20, 90 or 180 days	2, 3, 4, 5, years or lifetime
Northwestern Long Term Care Ins. Company 720 E. Wisconsin Ave. Milwaukee, WI 53202 800-890-6704 NAIC 69000	QuietCare RS.LTC (1101) Guaranteed Renewable	Individual	Expense Incurred	18 to 79 years	None	45, 90 or 180 days	3, 6 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$20 to \$200 per day	assisted living, adult daycare, respite care, bed reservation	home health premium return	No A	No	\$80/Day	\$184.80	\$386.40	\$1,134.00
					\$100/Day	\$231.00	\$483.00	\$1,417.50
					\$120/Day	\$277.20	\$579.60	\$1,701.00
					(1 person - base premium only - do not include options; 3-year benefit period; 100-day elimination period)			
\$50 to \$400 per day	assisted living, home health, adult daycare, respite care, premium return, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		Yes A	Yes	\$80/Day	\$450.56	\$918.56	\$2,426.32
					\$100/Day	\$563.20	\$1,148.20	\$3,032.90
					\$120/Day	\$675.84	\$1,377.84	\$3,639.48
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$50 to \$400 per day	assisted living, home health, adult daycare, respite care, premium return, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		Yes A	Yes	\$80/Day	\$450.56	\$918.56	\$2,426.32
					\$100/Day	\$563.20	\$1,148.20	\$3,032.90
					\$120/Day	\$675.84	\$1,377.84	\$3,639.48
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$50 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A C	Yes	\$80/Day	\$478.00	\$884.00	\$2,387.00
					\$100/Day	\$598.00	\$1,106.00	\$2,984.00
					\$120/Day	\$717.00	\$1,327.00	\$3,580.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Penn-Treaty Network American Ins. Co. 3440 Lehigh Street Allentown, PA 18103 800-362-0700 NAIC 63282	Personal Freedom II PF2600-2(KY)(Rev) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 Months	0, 20, 90, 100, 180 or 365 days	Pool of Money: \$75,000, \$150,000, \$250,000, \$350,000, \$500,000 & Unlimited
	Personal Freesom II (Tax Qualified) PF2600-2-TQ (KY)(Rev) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 months	0, 20, 90, 100, 180 or 365 days	Pool of Money: \$75,000, \$150,000, \$250,000, \$350,000, \$500,000 & Unlimited
	Independent Living IV Home Care Insurance Policy IL4-P(KY)(Rev) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 months	0, 20, 90, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
	Independent Living IV Home Care Insurance Policy (Tax Qualified) IL4-TQ-P(KY) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 months	0, 20, 90, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
	Assisted Living Plus ALP(KY)-P(Rev) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 months	0, 20, 90, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$60 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		No A	No	\$80/Day	\$470.00	\$864.00	\$2,294.00
					\$100/Day	\$528.00	\$972.00	\$2,540.00
					\$120/Day	\$569.00	\$1,052.00	\$2,740.00
					(1 person - base premium only - do not include options; \$75,000 (<i>Pool of Money</i>) benefit period; 90-day elimination period)			
\$60 to \$300 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		No A	Yes	\$80/Day	\$369.00	\$678.00	\$1,800.00
					\$100/Day	\$414.00	\$764.00	\$1,994.00
					\$120/Day	\$446.00	\$826.00	\$2,150.00
					(1 person - base premium only - do not include options; \$75,000 (<i>Pool of Money</i>) benefit period; 90-day elimination period)			
\$60 to \$300 per day	home health, adult daycare, respite care, care coordination, care management, caregiver training, equipment, alternate care		No A	No	\$80/Day	\$413.00	\$733.00	\$1,537.00
					\$100/Day	\$516.00	\$917.00	\$1,922.00
					\$120/Day	\$619.00	\$1,100.00	\$2,307.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$60 to \$300 per day	home health, adult daycare, respite care, care coordination, care management, caregiver training, equipment, alternate care		No A	Yes	\$80/Day	\$313.00	\$548.00	\$1,139.00
					\$100/Day	\$392.00	\$685.00	\$1,424.00
					\$120/Day	\$470.00	\$822.00	\$1,709.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$60 to \$300 per day	assisted living, adult daycare, respite care, bed reservation, alternate care	home health	No A	No	\$80/Day	\$456.00	\$819.00	\$2,157.00
					\$100/Day	\$570.00	\$1,024.00	\$2,697.00
					\$120/Day	\$684.00	\$1,228.00	\$3,236.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Penn-Treaty Network American Ins. Co. <i>(continued)</i>	Assisted Living Plus (Tax Qualified) ALP(KY)-TQ-P(Rev) Guaranteed Renewable	Individual	Indemnity	18 to 89 years	6 months	0, 20, 90, 100, 180 or 365 days	1, 2, 3, 4, 5 years or lifetime
Physicians Mutual Insurance Company 2600 Dodge Street Omaha, NE 68131 402-930-2449 NAIC 80578	Vista Care NTQ P103KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 30, 60, 90, 180 or 365 days	2, 3, 4, 5 years or lifetime
	Vista Care TQ P104KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 30, 60, 90, 180 or 365 days	2, 3, 4, 5 years or lifetime
	Vista Home Care Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 15, 30, 60, 90, 180 or 365 days	1, 2, 3, 4 or 5 years
	Vista Care Basic P109KY Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	0, 30, 60, 90, 180 or 365 days	2, 3, 4, 5 days or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$60 to \$300 per day	assisted living, adult daycare, respite care, bed reservation, alternate care	home health	No A	Yes	\$80/Day	\$370.00	\$669.00	\$1,759.00
					\$100/Day	\$463.00	\$837.00	\$2,198.00
					\$120/Day	\$555.00	\$1,004.00	\$2,638.00
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$1,500 to \$9,000 per month	assisted living, home health (mo.), adult daycare (mo.), respite care, care coordination, care management, caregiver training, bed reservation, alternate care	equipment	Yes A C	No	\$2,400/M	\$509	\$994	\$2,919
					\$3,000/M	\$626	\$1,221	\$3,585
					\$3,600/M	\$742	\$1,448	\$4,252
					(1 person; 3-year benefit period; 60-day elimination period)			
\$1,500 to \$9,000 per month	assisted living, home health (mo.), adult daycare (mo.), respite care, care coordination, care management, caregiver training, bed reservation, alternate care	equipment	Yes A C	Yes	\$2,400/M	\$485	\$947	\$2,780
					\$3,000/M	\$596	\$1,163	\$3,415
					\$3,600/M	\$707	\$1,379	\$4,050
					(1 person; 3-year benefit period; 60-day elimination period)			
None	home health (mo.), adult daycare (mo.), respite care, care coordination, care management, caregiver training, alternate care	equipment	Yes A C	Yes	\$2,400/M	\$316	\$622	\$1,826
					\$3,000/M	\$393	\$774	\$2,272
					\$3,600/M	\$470	\$926	\$2,718
					(1 person; 3-year benefit period; 60-day elimination period)			
\$30 to \$300 per day	assisted living, care coordination, care management, caregiver training, bed reservation	home health, adult daycare, respite care, equipment, alternate care	Yes A C	Yes	\$80/Day	\$258.00	\$503.00	\$1,478.00
					\$100/Day	\$322.00	\$629.00	\$1,847.00
					\$120/Day	\$387.00	\$755.00	\$2,216.00
					(1 person; 3-year benefit period; 60-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Provident Life & Accident Ins. Co. One Fountain Square Chattanooga, TN 37402 800-543-7612 NAIC 68195	Individual Long Term Care - Long Term Care Facility with Professional Home and Community Care LTCP03 Guaranteed Renewable	Individual	Indemnity	18 to 80 years	None	20, 30, 60, 90, 180, 365 or 730 days	2, 3, 4, 5, 6, 10 years or lifetime
	Individual Long Term Care - Long Term Care Facility with Total Choice Home Care LTCT03 Guaranteed Renewable	Individual	Indemnity	18 to 80 years	None	20, 30, 60, 90, 180, 365 or 730 days	2, 3, 4, 5, 6, 10 years or lifetime
	Individual Long Term Care - Long Term Care Facility with Professional Home and Community Care RLTCP03 Guaranteed Renewable	Individual	Expense Incurred	18 to 80 years	None	20, 30, 60, 90, 180, 365 or 730 days	2, 3, 4, 5, 6, 10 years or lifetime
Prudential Financial 751 Broad Street Newark, NJ 07102 800-732-0416 NAIC 68241	LTC By Design GRP 112202 Guaranteed Renewable	Individual	Expense Incurred	18 to 84 years	None	30, 60, 90 or 180 days	2, 3, 4, 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$30 to \$400 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservations, equipment, alternate care	premium return	Yes A	Yes	\$80/Day	\$350.96	\$741.84	\$2,031.36
					\$100/Day	\$438.70	\$927.30	\$2,539.20
					\$120/Day	\$526.44	\$1,112.76	\$3,047.04
					(1 person; 3-year benefit period; 60-day elimination period)			
\$30 to \$400 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservations, equipment, alternate care	premium return	Yes A	Yes	\$80/Day	\$601.60	\$1,271.76	\$3,482.24
					\$100/Day	\$752.00	\$1,589.70	\$4,352.80
					\$120/Day	\$902.40	\$1,907.64	\$5,223.36
					(1 person; 3-year benefit period; 60-day elimination period)			
\$30 to \$400 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservations, equipment, alternate care	premium return	Yes A	Yes	\$80/Day	\$334.24	\$706.56	\$1,934.56
					\$100/Day	\$417.80	\$883.20	\$2,418.20
					\$120/Day	\$501.36	\$1,059.84	\$2,901.84
					(1 person; 3-year benefit period; 60-day elimination period)			
\$50 to \$500 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		Yes A C	Yes	\$80/Day	\$386.04	\$693.65	\$1,868.22
					\$100/Day	\$482.55	\$867.06	\$2,335.28
					\$120/Day	\$579.06	\$1,040.47	\$2,802.34
					(1 person; 3-year benefit period; 60-day elimination period) [Best rate class with Preferred Health Discount]			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Prudential Financial <i>(continued)</i>	GLTC-3 83500 Guaranteed Renewable	Group	Expense Incurred	18 to 84 Years	6 months	0, 30, 60, 90, 180 or 365 days	2, 3, 4, 5, 10 years or lifetime
Pyramid Life Insurance Company P. O. Box 772 Mission, KS 66201 800-777-1126 NAIC 68284	Comprehensive Long Term Care C77KY Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 90 or 180 days	2, 4 years or lifetime
	Nursing Home & Assisted Living Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 90 or 180 days	2, 4 years or lifetime
Southern Farm Bureau Life Ins. Co. P. O. Box 140 Jackson, MS 39205 601-981-7422 NAIC 68896	Long Term Care HL200 Guaranteed Renewable	Individual	Expense Incurred	30 to 85 years	None	30, 90 or 180 days	3, 5 years or lifetime
State Farm Mutual Automobile Ins. Co. One State Farm Plaza Bloomington, IL 61710 NAIC 25178 Phone your local State Farm Agent	Long Term Care Insurance 97059 Guaranteed Renewable	Individual	Expense Incurred	30 to 84 years	6 months	30, 90 or 180 days	2, 3, 5, 10 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$500 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes A C	Yes	\$80/Day	\$222.36	\$489.84	\$1,238.76
					\$100/Day	\$296.40	\$653.04	\$1,651.68
					\$120/Day	\$370.56	\$816.36	\$2,064.60
					(1 person; 3-year benefit period; 60-day elimination period)			
\$40 to \$250 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	Yes	\$60/Day	\$242.00	\$448.00	\$908.00
					\$80/Day	\$323.00	\$598.00	\$1,294.00
					\$100/Day	\$404.00	\$747.00	\$1,618.00
					(1 person - base premium only - do not include options; 2-year benefit period; no elimination period)			
	assisted living, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	Yes	\$60/Day	\$195.00	\$329.00	\$712.00
					\$80/Day	\$260.00	\$438.00	\$949.00
					\$100/Day	\$324.00	\$548.00	\$1,186.00
					(1 person - base premium only - do not include options; 2-year benefit period; no elimination period)			
\$40 to \$400 per day	assisted living, care coordination, care management, bed reservation	home health, adult daycare, respite care, premium return, caregiver training, equipment, alternate care	Yes A C	Yes	\$80/Day	\$188.16	\$335.92	\$755.04
					\$100/Day	\$235.20	\$419.90	\$943.80
					\$120/Day	\$282.24	\$503.88	\$1,132.56
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$75 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care		Yes A	Yes	\$75/Day	\$384.00	\$751.40	\$2,132.25
					\$100/Day	\$512.00	\$1,002.00	\$2,843.00
					\$125/Day	\$640.00	\$1,252.50	\$3,553.75
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
State Farm Mutual Automobile Ins. Co. <i>(continued)</i>	Long Term Care Insurance 97058 Guaranteed Renewable	Individual	Expense Incurred	30 to 84 years	6 months	30, 90 or 180 days	2, 3, 5, 10 years or lifetime
State Life Insurance Company P. O. Box 4243 Woodland Hills, CA 91367 888-505-8101 NAIC 69116	Life Style 2000 Plus S-8000-P-KY Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 30, 90 or 180 days	3, 5 or lifetime
Transamerica Occidental Life Insurance Company 2705 Brown Trail Bedford, TX 76021 800-206-8721 NAIC 66281	Transcare Options TOL1-KP (KY) Guaranteed Renewable	Individual	Expense Incurred	18 to 99 years	None	0, 30, 60, 90, 180 days	2, 3, 4, 5, 6 years or lifetime
United American Insurance Company P. O. Box 8080 McKinney, TX 75070 800-331-2512 NAIC 92916	LTCBOM Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 30, 100 or 180 days	1, 2, 4 years or lifetime
	LTCIN Guaranteed Renewable	Individual	Expense Incurred	40 to 84 years	None	0, 30, 100 or 180 days	1, 2, 4 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$75 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, alternate care		Yes A	Yes	\$75/Day	\$330.00	\$650.25	\$1,865.25
					\$100/Day	\$440.00	\$867.00	\$2,487.00
					\$125/Day	\$550.00	\$1,083.75	\$3,108.75
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			
\$40 to \$300 per day	assisted living, respite care, care coordination, care management, bed reservation, equipment, alternate care	home health, adult daycare, premium return, caregiver training	Yes A	Yes	\$80/Day	\$224.64	\$486.72	\$1,216.80
					\$100/Day	\$280.80	\$608.40	\$1,521.00
					\$120/Day	\$336.96	\$730.08	\$1,825.20
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			
\$40 to \$400 per day	assisted living, home health, adult daycare, respite care, care coordination, care management, caregiver training, bed reservation, equipment, alternate care	premium return	Yes A C	Yes	\$80/Day	\$628.44	\$1,097.56	\$2,890.32
					\$100/Day	\$785.55	\$1,371.95	\$3,612.90
					\$120/Day	\$942.66	\$1,646.34	\$4,335.48
					(1 person; 3-year benefit period; 60-day elimination period)			
\$30 to \$200 per day expense incurred	bed reservation, alternate care	assisted living, home health, adult daycare, respite care	No A	Yes	\$60/Day	\$119.28	\$289.80	\$895.20
					\$80/Day	\$159.04	\$386.40	\$1,193.60
					\$100/Day	\$198.80	\$483.00	\$1,492.00
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			
\$30 to \$200 per day indemnity	bed reservation	bed reservation	No A	No	\$60/Day	\$119.28	\$289.80	\$895.20
					\$80/Day	\$159.04	\$386.40	\$1,193.60
					\$100/Day	\$198.80	\$483.00	\$1,492.00
					(1 person - base premium only - do not include options; 2-year benefit period; 30-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
United Teachers Associates Insurance Company P. O. Box 26580 Austin, TX 78755-2580 800-880-8824 NAIC 63479	Non-Qualified Comprehensive LTC Policy LTC-020201-UTA-NQ-KY	Individual	Expense Incurred	18 to 85 years	None	0, 7, 30, 60, 90, 180 years or lifetime	1, 2, 3, 4, 5, 6 years or lifetime
	Guaranteed Renewable						
	Group LTC Certificate of Insurance LG-990301-UTA-CRT-KY	Group	Expense Incurred	0 to 99 years	None	0, 20, 60, 100 days	1, 2, 3, 4 years or lifetime
	Guaranteed Renewable						
	Qualified Comprehensive LTC Policy LTC-020201-UTA-TQ-KY	Individual	Expense Incurred	18 to 85	None	7, 30, 60, 90, 180 days	1, 2, 3, 4, 5, 6 years or lifetime
	Guaranteed Renewable						
UNUM Life Insurance Company of America 211 Congress St. Portland, ME 04122 800-543-7612 NAIC 62235	Group Long Term Care TQGLTC95 TQGLTC95ER	Group	Indemnity	18 to 80 years <i>(Only Employees over age 80 are eligible for coverage)</i>	6 months	30, 60, 90, 180 or 365 days	2, 3, 4, 5, 6 years or lifetime
	Guaranteed Renewable						
Woodmen of the World Life Insurance Society 1700 Farnam Street Omaha, NE 68102 402-342-1890 NAIC 57320	Qualified Long Term Insurance 335-16-0212	Individual	Expense Incurred	40 to 85 years	None	30, 90 or 180 days	2, 3, or 5 years or lifetime
	Guaranteed Renewable						

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$250 per day	assisted living, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	home health, adult daycare	Yes A	No	\$80/Day	\$291.00	\$597.00	\$1,616.00
					\$100/Day	\$364.00	\$746.00	\$2,020.00
					\$120/Day	\$437.00	\$895.00	\$2,424.00
					(1 person; 3-year benefit period; 60-day elimination period)			
\$50 to \$250 per day	assisted living, adult daycare, respite care, bed reservation, alternate care	home health, equipment	Yes A	Yes	\$80/Day	\$202.00	\$490.00	\$1,373.00
					\$100/Day	\$252.00	\$612.00	\$1,716.00
					\$120/Day	\$302.00	\$734.00	\$2,059.00
					(1 person; 3-year benefit period; 60-day elimination period)			
\$5 to \$250 per day	assisted living, respite care, care coordination, care management, caregiver training, bed reservation, alternate care	home health, adult daycare	Yes A C	Yes	\$80/Day	\$271.00	\$555.00	\$1,503.00
					\$100/Day	\$339.00	\$694.00	\$1,879.00
					\$120/Day	\$406.00	\$833.00	\$2,255.00
					(1 person; 3-year benefit period; 60-day elimination period)			
\$1,000 to \$6,000 per month	assisted living, respite care, bed reservation, alternate care	home health, adult daycare, premium return	Yes A	Yes	\$80/Day	\$210.00	\$471.00	\$1,443.00
					\$100/Day	\$241.20	\$565.20	\$1,731.60
					\$120/Day	\$321.60	\$753.60	\$2,308.80
					(1 person; 3-year benefit period; 60-day elimination period)			
\$50 to \$300 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservation, equipment, alternate care	care coordination, care management	No A		\$80/Day	\$496.62	\$982.63	\$2,262.16
					\$100/Day	\$620.78	\$1,228.29	\$2,827.71
					\$120/Day	\$744.93	\$1,473.94	\$3,393.25
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Insurance Company	Product Name & Form Number	Policy Type	Indemnity vs Expense Incurred	Issue Ages	Pre-Existing Waiting Period	Elimination Periods Available	Length of Full Benefits Available
Woodmen of the World Life Insurance Society (continued)	Qualified Long Term Care Insurance with Nonforfeiture Benefit 340-16-2012 Guaranteed Renewable	Individual	Expense Incurred	40 to 85 years	None	30, 90 or 180 days	2, 3, or 5 years or lifetime

2004 - 2006 LONG-TERM CARE POLICY COMPARISON CHART

Nursing Home Benefits Available	Other Benefits Available			Tax Qualified	Annual Premium			
	Included	Optional	Inflation Options		Age	55	65	75
\$50 to \$300 per day	assisted living, home health, adult daycare, respite care, caregiver training, bed reservation, equipment, alternate care	care coordination, care management	No A		\$80/Day	\$496.62	\$982.63	\$2,262.16
					\$100/Day	\$620.78	\$1,228.29	\$2,827.71
					\$120/Day	\$744.93	\$1,473.94	\$3,393.25
					(1 person - base premium only - do not include options; 3-year benefit period; 90-day elimination period)			

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
AF&L Insurance Company Policy Name: HHC-4 Form Number: HHC-4		
Policy Name: LTC-7 Form Number: LTC-7		
Policy Name: LTC-8 Form Number: LTC-8		
Policy Name: LTC-8-TQ (KY) Form Number: LTC-8-TQ		
Policy Name: LTC-10 (KY) Form Number: LTC-10		
Policy Name: QLTC-10 (KY) Form Number: QLTC-10		
Allianz Life Insurance Company of North America Policy Name: Term LTC Form Number: 8-P-Q-KY Policy Name: Generation Protector Form Number: 10-P-Q-KY	Joint Discount Married Discount Spousal Discount	15% 15% 30%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
LTC-SB: Optional Nonforfeiture Benefit Rider AFL-CNF: Contingent Benefit Upon Lapse (if nonforfeiture is not elected by the insured) HHC-4-SAI: Optional Simple Automatic Increase Benefit Rider	Meals on Wheels Hospice Care Benefit Restoration of Benefits Waiver of Premium
LTC-SB: Optional Nonforfeiture Benefit Rider AFL-CNF: Contingent Benefit Upon Lapse (if nonforfeiture is not elected by the insured) AFL-SBR: Optional Survivorship Benefit Rider	Meals on Wheels Hospice Care Benefit Restoration of Benefits Waiver of Premium
LTC-8-SBR: Optional Survivorship Benefit Rider LTC-8-NF: Optional Nonforfeiture Benefit Rider LTC-8-GPO: Optional Guaranteed Purchase Option Rider LTC-8-SAI: Optional Simple Automatic Increase Benefit Rider	Emergency Response System Hospice Care Benefit Restoration of Benefits Waiver of Premium Contingent Benefit Upon Lapse
LTC-8-SBR: Optional Survivorship Benefit Rider LTC-8-NF: Optional Nonforfeiture Benefit Rider LTC-8-GPO: Optional Guaranteed Purchase Option Rider LTC-8-SAI: Optional Simple Automatic Increase Benefit Rider	Emergency Response System Hospice Care Benefit Restoration of Benefits Waiver of Premium Contingent Benefit Upon Lapse
QLTC-10-RST: Optional Restoration of Benefits Rider LTC-10-NF: Optional Nonforfeiture Benefit Rider LTC-10-GPO: Optional Guaranteed Purchase Option Rider LTC-10-SAI: Optional Simple Automatic Increase Benefit Rider LTC-10-WOP: Optional Waiver of Premium Benefit Rider	Hospice Care Benefit Contingent Benefit Upon Lapse
QLTC-10-RST: Optional Restoration of Benefits Rider LTC-10-NF: Optional Nonforfeiture Benefit Rider LTC-10-GPO: Optional Guaranteed Purchase Option Rider LTC-10-SAI: Optional Simple Automatic Increase Benefit Rider LTC-10-WOP: Optional Waiver of Premium Benefit Rider	Hospice Care Benefit Contingent Benefit Upon Lapse
Shortened Benefit Rider 3% Lifetime Compound Benefit Increase Rider 4% Lifetime Compound Benefit Increase Rider Two Times Compound Benefit Increase Rider	 Restoration of Benefits Rider Spousal Shared Care Rider Spousal Waiver of Premium Rider

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Allianz Life Insurance Company of North America (continued)		
American Family Life Assurance Company of Columbus (AFLAC)		
Bankers Life and Casualty Company Policy Name: Tax-Qualified Long Term Care (Facility Based Care only) Form Number: GR-N340	206A 228R 226A 226G 223G 242A 1999 14838-KY	20% 10% 10%
Policy Name: Tax Qualified Long Term Care Form Number: GR-N350	206A 228R 226A 226G 223G 242A 1999 14838-KY	20% 10% 10%
Policy Name: Long Term Care (Facility Care Only) Form Number: GR-N370	206A 228R 226A 226G 223G 242A 1999 14838-KY	10% 10%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Simple Benefit Increase Rider Limited Pay Rider Accelerated Premium Rider Calendar Day Elimination Period Rider Home and Community Care Monthly Benefit Rider Waiver of Home and Community Care Elimination Period Rider Home and Community Care Monthly Indemnity Benefit Rider Comprehensive Monthly Indemnity Benefit Rider Return of Premium Upon Death Rider Full Return of Premium Upon Death Rider	Spousal Survivorship Rider
	Contingent Benefit Upon Lapse First-Occurrence Benefit Waiver of Premium Benefit Nursing Home Daily Benefit Assisted-Living Daily Benefit
Nonforfeiture Benefit Rider Return of Premium Rider Survivor Maximum Benefit Increase Paid Up Survivorship Shared Maximum Benefit Limited Pay Rider Spousal Premium Discount Rider Preferred Risk Discount Companion Premium Discount	
Nonforfeiture Benefit Rider Return of Premium Rider Survivor Maximum Benefit Increase Paid Up Survivorship Shared Maximum Benefit Limited Pay Rider Spousal Premium Discount Rider Preferred Risk Discount Companion Discount Rider	
Nonforfeiture Benefit Rider Return of Premium Rider Survivor Maximum Benefit Increase Paid Up Survivorship Shared Maximum Benefit Limited Pay Rider Spousal Premium Discount Rider Preferred Risk Discount Companion Premium Discount	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Bankers Life and Casualty Company <i>(continued)</i> Policy Name: Long Term Care Form Number: GR-N380	206A 228R 226A 226G 223G 242A 1999 14838-KY	 20% 10% 10%
Policy Name: Tax-Qualified Long Term Care Form Number: GR-N420	206A 1999 14838-KY	3%, 5% 20% 10% 10%
Policy Name: Long Term Care Form Number: GR-N430	206A 1999 14838-KY	3% 5% 20% 10% 10%
Catholic Order of Foresters	Spouse Preferred Associate Clergy	15% 10% 10% 5%
Combined Insurance Company of America	Discount Rider Rider	20%
Continental General Insurance Company	Spousal Premium	50% on lesser of premium

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Nonforfeiture Benefit Rider Return of Premium Rider Survivor Maximum Benefit Increase Paid Up Survivorship Shared Maximum Benefit Limited Pay Rider Spousal Premium Discount Rider Preferred Risk Discount Companion Premium Discount	
Nonforfeiture Benefit Rider Spousal Premium Discount Rider Companion Discount Rider	3% Compound Inflation Option; 5% Simple Inflation Option; Guaranteed Purchase Option (Inflation) Preferred Discount Benefit
Nonforfeiture Benefit Rider Spousal Premium Discount Rider Companion Discount Rider	Compound Inflation Option Simple Inflation Option Guaranteed Purchase Option (Inflation) Preferred Discount Benefit
Simple Information GPO HHC Increase Return of Premium Nonforfeiture Rest of Benefits Spouse WP Spouse Paid-up Paid @ 65 10 pay Indemnity Rider	
Home Health Care Rider Nonforfeiture Benefit Rider	Spouse Discount
Nonforfeiture Rider 20 year Simple Inflation Lifetime Simple Inflation Spousal Access Personal Caregiver	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Country Life Insurance Company All Policies and Forms	Preferred Spousal with 1 Country LTC product Spousal with 2 Country LTC product	10% 15% 30%
CUNA Mutual Life Insurance Company	Spouse/ Partner Discount Preferred Discount	10% both apply, one issued; 25% both apply, both issued 10% based on good health and age 74 or less
Equitable Life & Casualty Insurance Company		
General Electric Financial Assurance Company	Spousal: 2 apply/2 issue Spousal: 2 apply/1 issue Individual Preferred discount Married Preferred discount	40% 25% 20% 10%
Great American Life Insurance Company	Affinity Group Spousal Discount	10% or 15% 15%
Guarantee Trust Life Insurance Company Policy Name: Legacy Series Tax-Qualified LongTerm Care Insurance (Facility Benefits Only) Form Number: G0180-KY	Spousal	20%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Restoration of Benefit Rider Indemnity Rider Monthly Home and Community Care Benefit Rider Simple Inflation Limited payment options: 10 Yr. Premium Payment Option; To age 65 Premium Payment Option Non-Forfeiture Benefit Spousal Benefit includes joint waiver of premium and survivorship benefits	
Shared Extended Expense Rider - adds 3rd pool of \$, accessed by either insured. Nonforfeiture Benefit Rider - provides paid-up benefit in event of lapse. Restoration of Maximum Benefit Rider - restores pool of \$ with 180 day treatment free period.	
Shortened benefit period Paid-up survivor benefit in lieu of 10% joint discount	
Survivorship (7 years with no claims restrictions) Monthly Benefits Waiver of HC EP Restoration of Benefits Nonforfeiture Shared Care Under Same Policy	
30-Day Benefit Period Compound Inflation Simple Inflation Capped Compound Inflation Cost of Living Restoration of Benefits Survivorship Shared Extended Expense Dual Waiver of Premium Return of Premium Shortened Benefit Period Non-forfeiture	Limited Payment
Home Health Care 5% Simple Interest Inflation Protection Nonforfeiture Benefit 5-10 year Paid-up Survivorship	Hospice Care Ambulance Service Home Modifications Prescription Drugs

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Guarantee Trust Life Insurance Company <i>(continued)</i> Policy Name: Legacy Series Non-Qualified Long Term Care Insurance (Facility Benefits Only) Form Number: G0181-KY	Spousal	20%
Policy Name: Tax-Qualified Comprehensive Long Term Care Insurance (Legacy Series) Form Number: G0100-KY	Spousal	20%
Policy Name: Legacy Series Non-Qualified Comprehensive Long Term Care Insurance Form Number: G0101-KY	Spousal	20%
John Hancock Life Insurance Company Policy Name: Custom Care II Form Number: LTC-03 KY	Spousal/Partner Spousal/Partner - Both Apply & Issue Sponsored Group Family Discount Loyalty Credit Preferred Health	15% 30% 5% 5% 5% 15%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
<p>10 Year, 20 Year or Paid-up at age 65 Limited Premium Payment Options Indemnity Benefit</p> <p>Home Health Care 5% Simple Interest Inflation Protection Nonforfeiture Benefit 5-10 year Paid-up Survivorship 10 Year, 20 Year or Paid-up at age 65 Limited Premium Payment Options Indemnity Benefit</p>	<p>Guaranteed Purchase Option (if simple or compound inflation protection is not purchased) Waiver of Premium/Spousal Waiver of Premium Restoration of Policy Benefits</p> <p>Hospice Care Ambulance Service Home Modifications Prescription Drugs Guaranteed Purchase Option (if simple or compound inflation protection is not purchased) Waiver of Premium/Spousal Waiver of Premium Restoration of Policy Benefits</p>
<p>5% Simple Interest Inflation Protection Nonforfeiture Benefit 5-10 year Paid-up Survivorship 10 Year, 20 Year or Paid-up at age 65 Limited Premium Payment Options Indemnity Benefit</p> <p>This policy includes enhanced home health care benefits when the company's care coordination program is used. With this feature, the maximum daily benefit amount payable is increased by 20%.</p>	<p>Hospice Care Emergency Medical Alert Ambulance Service</p> <p>Home Modifications Prescription Drugs</p> <p>Guaranteed Purchase Option (if simple or compound inflation protection is not purchased) Waiver of Premium/Spousal Waiver of Premium Restoration of Policy Benefits</p>
<p>5% Simple Interest Inflation Protection Nonforfeiture Benefit 5-10 year Paid-up Survivorship 10 Year, 20 Year or Paid-up at age 65 Limited Premium Payment Options Indemnity Benefit</p> <p>This policy includes enhanced home health care benefits when the company's care coordination program is used. With this feature, the maximum daily benefit amount payable is increased by 20%.</p>	<p>Hospice Care Emergency Medical Alert Ambulance Service</p> <p>Home Modifications Prescription Drugs</p> <p>Guaranteed Purchase Option (if simple or compound inflation protection is not purchased) Waiver of Premium/Spousal Waiver of Premium Restoration of Policy Benefits</p>
<p>Shared care</p> <p>Family care Survivorship & Waiver of Premium Waiver of the Home Health Care Elimination Period Additional Cash Benefit Restoration of Benefits Enhanced Return of Premium upon Death Nonforfeiture</p>	<p>Double Accident Benefit (if under age 65)</p> <p>Refund of Premium Benefit (if under age 65) International Coverage Stay at Home Benefit Contingent Non-forfeiture</p>

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
John Hancock Life Insurance Company <i>(continued)</i> Policy Name: Essential Care II Form Number: BSC-03 KY	Spousal/Partner Spousal/Partner - Both Apply & Issue Sponsored Group Family Discount Loyalty Credit Preferred Health	15% 30% 5% 5% 5% 15%
Kanawha Insurance Company	Marital Association/workforce	35% 5% or 10%
Life Investors Insurance Company of America	Worksite Association Spousal Preferred Health	28%-40% 5%-10% 40% 10% - 20%
Lincoln Benefit Life Insurance Company	Employer Association Joint Coverage	15% Up to 50% discount for 2nd insured
Loyal American Life Insurance Company Policy Name: Tax-Qualified Senior Class Long Term Care Form Number: L-6000-TQ-KY	Spousal Discount Affinity Discount Rider Rider Rider	25% 5% or 10%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
<p>Shared care</p> <p>Nonforfeiture</p>	<p>International Coverage</p> <p>Contingent Non-forfeiture</p>
<p>Home Health Care</p> <p>Return of Premium of Death</p> <p>Simple Inflation</p> <p>Guaranteed Purchase Option</p> <p>Joint Waiver of Premium</p> <p>Survivorship</p> <p>Nonforfeiture</p>	<p>Covers Home Health Care</p> <p>Returns all Premiums Paid Upon Death</p> <p>Increases Benefits Using Simple Interest</p> <p>Allows the Insured to Increase Benefits</p> <p>Waiver Premium if Spouse if Disabled</p> <p>Waives Premium if Spouse Dies</p> <p>Provides Paid-up Benefits upon Lapse</p>
<p>Deferred Benefit Increase Option</p> <p>Simple Inflation - 5%</p> <p>Compound Inflation Double Maximum - 5%</p> <p>Compound Inflation Step-rated - 5%</p> <p>Monthly Home Care</p> <p>Full Restoration of Benefits</p> <p>Joint Waiver of Premium</p> <p>Survivorship Waiver of Premium</p> <p>Nonforfeiture</p> <p>Double for Professional Services</p> <p>Limited Premium Payment Period Options (1, 5, 10, 15, 20, pay to 65)</p> <p>Paid-up Provision Cancellation Provision</p> <p>Rate Guarantees</p>	
<p>Limited Non-forfeiture Rider</p> <p>Nonforfeiture Rider</p> <p>Nonforfeiture Rider</p> <p>Shortened Benefit Period</p> <p>Compound & Simple Benefit Increase Rider</p> <p>Home & Community Based Care Waiver of Premium</p> <p>Weekly Home & Community Based Care Benefit Rider</p> <p>Family Caregiver Benefit Rider</p> <p>Home & Community Based Care Indemnity Benefit Rider</p> <p>10-Year Premium Payment Option</p>	<p style="text-align: center;">Full</p>
<p>Compound Automatic Increase Benefit Rider</p> <p>Simple Automatic Increase Benefit Rider</p> <p>Restoration of Benefits Rider</p>	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Loyal American Life Insurance Company <i>(continued)</i>	Rider Rider Rider Rider Rider Rider	
Policy Name: Non-Qualified SeniorClass Long Term Class Form Number: L-6000-NQ-KY	Spousal Discount Affinity Discount Rider Rider Rider Rider Rider Rider Rider Rider Rider	25% 5% or 10%
Massachusetts Mutual Life Insurance Company	Employer Association Multiple Policies Joint Coverage	10% 5% to 10% Up to 50%
Medico Life Insurance Company		
Policy Name: Versatile Care LT201TQ Form Number: LT201TQ	Married Discount	20%
Policy Name: Verstile Care LT201 Form Number: LT201	Married Discount	20%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Survivorship Benefit Rider Shortened Benefit Period Non-forfeiture Rider Guaranteed Purchase Option Rider Dual Waiver of Premium Rider Shared Extended Expense Rider 10 Year Premium Payment Amendatory Rider	OPTIONAL BENEFITS: Long Term Care Daily Benefits Amount \$50-\$250; Benefit Period 2, 3, 4, 5, 6, unlimited; Elimination Period 1, 7,30, 60, 90, 180; Home Health Care=50%, 80%, 100%, 125%, or 150% of Long Term Care
Nonforfeiture Rider Compound Automatic Increase Benefit Rider Simple Automatic Increase Benefit Rider Restoration of Benefits Rider Survivorship Benefit Rider Shortened Benefit Period Guaranteed Purchase Option Rider Dual Waiver of Premium Rider Shared Extended Expense Rider 10 Year Premium Payment Amendatory Rider	Home Health Care=50%, 80%, 100%, 125%, or 150% of Long Term Care
Nonforfeiture Full Nonforfeiture Rider Shortened Benefit Period Compound Inflation Protection Simple Inflation Protection Indemnity Benefit Caregiver Indemnity Benefit Home & Community Based Services Enhancement Limited Family Caregiver Benefit Home and Community based Services Waiver of Premium Restoration of Benefit Paid-up survivor Benefit in lieu of 10% joint discount 10 & 20 Year Premium Payment Options	
(20% applies regardless of whether the spouse applies or is accepted)	
(20% applies regardless of whether the spouse applies or is accepted)	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Metropolitan Life Insurance Company Policy Name: MetLife VIP - Ideal Policy Form Number: LTC-IDEAL-KY	Spouse Married Residential or Married (n/a with Spouse discount) Preferred Health Maximum discount for spouse & preferred Maximum discount for Residential (or married) & Preferred	20% 10% 10% 15% 30% 20%
Policy Name: MetLife VIP-Value Policy Form Number: LTC-VAL-KY	Spouse Married Residential or Married (n/a with Spouse discount) Preferred Health Maximum discount for spouse & preferred Maximum discount for Residential (or married) & Preferred	20% 10% 10% 15% 30% 20%
Policy Name: VIP Premier Policy Form Number: LTC-PREM-KY	Spouse Married Residential or Married (n/a with Spouse discount) Preferred Health Maximum discount for spouse & preferred Maximum discount for Residential (or married) & Preferred	20% 10% 10% 15% 30% 20%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
<p>Future Purchase Rider 5% Automatic Inflation Protection Rider 5% Automatic Simple Inflation Protection Rider</p> <p>Nonforfeiture Rider</p> <p>Restoration of Benefits Rider</p> <p>Return of Premium on Death Rider</p> <p>Home Care Plus Rider</p> <p>Shared Care Rider 10-Year Premium Payment Rider Paid-up Premiums Rider Double Pay First year Reduced Pay at 65</p>	<p>Transition Expense Allowance 15X DBA/Lifetime Needs Assessment - Free, or \$250/Lifetime Caregiver Training 5X DBA/Lifetime Contingent Benefits Upon Lapse (CBUL) Included in the policy, if nonforfeiture not chosen as an option. Supportive Services and Specialized Transportation 1X home care daily benefit amount</p> <p>Paid-up Survivorship International Coverage - (per diem benefit) 50% of the home care daily benefit amount</p>
<p>Future Purchase Rider 5% Automatic Inflation Protection Rider 5% Automatic Simple Inflation Protection Rider</p> <p>Nonforfeiture Rider Restoration of Benefits Rider</p> <p>Return of Premium on Death Rider Shared Care Rider</p> <p>10-Year Premium Payment Rider Paid-up Premiums Rider Double Pay First year Reduced Pay at 65</p>	<p>Needs Assessment - Free, or \$250/Lifetime Caregiver Training 5X DBA/Lifetime Contingent Benefits Upon Lapse (CBUL) Included in the policy, if nonforfeiture not chosen as an option. International Coverage - (per diem benefit) 50% of the home care daily benefit amount</p>
<p>Future Purchase Rider 5% Automatic Inflation Protection Rider 5% Automatic Simple Inflation Protection Rider</p> <p>Nonforfeiture Rider Return of Premium on Death Rider</p> <p>Shared Care Rider</p> <p>10-Year Premium Payment Rider Paid-up Premiums Rider Double Pay First year Reduced Pay at 65</p>	<p>Needs Assessment - Free, or \$250/Lifetime Paid-up Survivorship International Coverage - (per diem benefit) 50% of the home care daily benefit amount Contingent Benefits Upon Lapse (CBUL) Included in the policy, if nonforfeiture not chosen as an option.</p>

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Metropolitan Life Insurance Company <i>(continued)</i> Policy Name: MetLife VIP-Facilities Only Policy Form Number: LTC-FAC-KY	Spouse Married Residential or Married (n/a with Spouse discount) Preferred Health Maximum discount for spouse & preferred Maximum discount for Residential (or married) & Preferred	20% 10% 10% 15% 30% 20%
Monumental Life Insurance Company	Worksite (E Group) & Association Spousal	3% or 8% 40%-42%
Mutual of Omaha Insurance Company Policy Name: Long Term Care Insurance Form Number: NHA		5% 10%
Policy Name: Long Term Care Insurance Designed for Married Couples Form Number: LTA		5%
Mutual Protective Insurance Company All Policies and Forms	Married Discount	20%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Future Purchase Rider 5% Automatic Inflation Protection Rider 5% Automatic Simple Inflation Protection Rider Nonforfeiture Rider Restoration of Benefits Rider Return of Premium of Death Rider Shared Care Rider 10-Year Premium Payment Rider Paid-up Premiums Rider Double Pay First year Reduced Pay at 65	Transition Expense Allowance 15X DBA/Lifetime Needs Assessment - Free, or \$250/Lifetime Caregiver Training 5XDBA/Lifetime Contingent Benefits Upon Lapse (CBUL) Included in the policy, if nonforfeiture not chosen as an option. Paid-up Survivorship International Coverage - (per diem benefit) 50% of the home care daily benefit amount
(Non-professional v. Professional) Rx in Nursing Home NH Indemnity Monthly Home Care Full Restoration of Benefits Join WP ROP + Full ROP Survivorship	
Return of Premium Rider Compound Inflation Protection Rider Shortened Benefit Period Non-forfeiture Rider Tax-qualified Amendment Rider Spouse Premium Reduction Rider Christian Science Rider Contingent Non-forfeiture Rider	
Return of Premium Rider Nonforfeiture Rider Shortened Benefit Period Contingent Non-forfeiture Rider Tax-qualified Amendment Rider Compound Inflation Rider Christian Science Rider	
(20% applies regardless of whether the spouse applies or is accepted)	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
New York Life Insurance Company Policy Name: (a.) Long-Term Care Insurance Policy (b.) Assisted Care Living Facility Form Number: (a.) ILTC-5000(KY)(1001) (b.) INH-5000(KY)(1001)	Marital Sibling Multi-Life Program	15% 15% 10% off standard rate
Northwestern Long Term Care Insurance Company	Spousal Multi-Life	15% 5%
Penn Treaty Network America Insurance Company All Policies and Forms		

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Simple Increases Annually for Life	1%, 2%, 3%, 4%, 5%, or 6%
CPI-U Benefit Increase Offers	Based on CPI-U Index
Nonforfeiture Rider	Spousal Waiting Period Benefit; Spousal Waiver of Premium Benefit and Survivorship Benefit Should one spouse exhaust their benefits, provides additional benefits.
Couples Additional Benefit Rider	
Shared Care Rider	
Automatic Additional Purchase Benefit (AAPB)	Allows the amount of maximum daily limits along with the Benefit Account Value remaining to increase by 5% per policy year on each policy anniversary date up to age 85 (or for 10 years, if later) without any additional underwriting. Policyowner decides whether or not to accept a future increase. Upon declining an automatic increase twice, your Benefit Account Value and Maximum daily limit will remain level and all future increases are no longer available. However if benefits are payable coverage increases will resume and continue.
Survivorship Benefit	Policy becomes paid-up so that no future premiums are due on the policy after the death of the insured's spouse, provided that: 1) Both the insured and the insured's spouse each have a QuietCare policy with this Survivorship Benefit, and 2) This benefit has not terminated due to the insured's written request for nonpayment of premium. 3) However, premiums will be due for at least the first seven years that this Benefit is in force even if the insured's spouse dies during that time.
Paid-up Non-forfeiture	Provides a reduced lifetime benefit if policy lapses. The reduced lifetime value is the greater of all premiums paid under the policy, or 30 times your daily maximum, at the time of lapse.
Nonforfeiture Benefit Rider (NSBP-P)	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Physicians Mutual Insurance Company		
Policy Name: Vista Care NTQ Form Number: P103KY	Spouse	20%
Policy Name: Vista Care TQ Form Number: P104KY	Spouse Franchise	20% 10%
Policy Name: Vista Home Care Form Number: P105KY	Spouse	20%
Policy Name: Vista Care Basic Form Number: P109KY	Spouse Franchise	20% 10%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
R964 Shortened Benefit Period Nonforfeiture Rider	Included in the base policy also: Hospice Care (in a facility or at home), waiver of premium, restoration of benefits & home modification.
R967 Surviving Spouse Waiver of Premium Rider	Prior to receiving services for Home and Community Care Benefits, if you elect to use the Plan of Care prescribed by our Care Coordination Advisor, we will waive your elimination period (up to 90 days) for your Home and Community Care Benefits.
R968 Joint Waiver of Premium Rider	
R965 Security Rider (Durable Medical Equipment, Medical Alert, Ambulance)	
R987 Shortened Benefit Period Nonforfeiture Rider	Included in the base policy also: Hospice Care (in a facility or at home), waiver of premium, restoration of benefits & home modification.
R967 Surviving Spouse Waiver of Premium Rider	Prior to receiving services for Home and Community Care Benefits, if you elect to use the Plan of Care prescribed by our Care Coordination Advisor, we will waive your elimination period (up to 90 days) for your Home and Community Care Benefits.
R968 Joint Waiver of Premium Rider	
R965 Security Rider (Durable Medical Equipment, Medical Alert, Ambulance)	
R988 Shortened Benefit Period Nonforfeiture Rider	Included in the base policy also: Hospice Care at home, waiver of premium, restoration of benefits & home modification.
R965 Security Rider (Durable Medical Equipment, Medical Alert, Ambulance)	Prior to receiving services for Home and Community Care Benefits, if you elect to use the Plan of Care prescribed by our Care Coordination Advisor, we will waive your elimination period (up to 90 days) for your Home and Community Care Benefits.
B120 Shortened Benefit Period Non-forfeiture Rider	Included in the base policy also: Hospice Care in a facility, waiver of premium, restoration of benefits, ambulance benefit & home modification.
B121 Surviving Spouse Waiver of Premium Rider	
B122 Joint Waiver of Premium Rider	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
<p>Physicians Mutual Insurance Company (continued)</p>		
<p>Provident Life and Accident Insurance Company Policy Name: Individual Long Term Care Long Term Care Facility with Professional Home & Community Care Form Number: LTCP03</p>	<p>Spouse Preferred Health</p>	<p>10% 20%</p>

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
<p>B114 50% Home and Community Care Rider - the Home and Community Care Benefit is the most we will pay in any day for the expenses you incur up to 50% of the amount of the Facility Care Benefit. It covers Home Health Care, Hospice Care, Adult Day Care, Respite Care, Alternate Plan of Care & if you elect to use the Plan of Care prescribed by our Care Coordination Advisor and if that Plan of Care starts with Home and Community Care, we will waive your elimination period (up to 90 days); and you will be able to receive a Durable Medical Equipment benefit and Medical Alert System benefit.</p>	
<p>B115 75% Home and Community Care Rider - the Home and Community Care Benefit is the most we will pay in any day for the expenses you incur up to 75% of the amount of the Facility Care Benefit. It covers Home Health Care, Hospice Care, Adult Day Care, Respite Care, Alternate Plan of Care & if you elect to use the Plan of Care prescribed by our Care Coordination Advisor and if that Plan of Care starts with Home and Community Care, we will waive your elimination period (up to 90 days); and you will be able to receive a Durable Medical Equipment benefit and Medical Alert System benefit.</p>	
<p>B116 100% Home and Community Care Rider - the Home and Community Care Benefit is the most we will pay in any day for the expenses you incur up to 100% of the amount of the Facility Care Benefit. It covers Home Health Care, Hospice Care, Adult Day Care, Respite Care, Alternate Plan of Care & if you elect to use the Plan of Care prescribed by our Care Coordination Advisor and if that Plan of Care starts with Home and Community Care, we will waive your elimination period (up to 90 days); and you will be able to receive a Durable Medical Equipment benefit and Medical Alert System benefit.</p>	
<p>5% Simple Benefit Increase Rider CPI Benefit Increase Rider Survivorship Waiver of Premium Rider Restoration of Benefits Rider Cash Surrender Nonforfeiture Rider Accelerated Payment Options - Single Pay, 5 Years, 10 Years and To Age 65 Available Shortened Benefit Period - Non-forfeiture</p>	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
Provident Life and Accident Insurance Company <i>(continued)</i> Policy Name: Individual Long Term Care - Long Term Care Facility with Total Choice Home Care Form Number: LTCT03	Spouse Preferred Health	10% 20%
Policy Name: Individual Long Term Care - Long Term Care Facility with Professional Home & Community Care Form Number: RLTCP03	Spouse Preferred Health	10% 20%
Prudential Financial Policy Name: LTC by Design Form Number: GRP 112202	Select Health Qualified Adult Spousal Joint Spousal Single Affiliation Employer Sponsored	15% 15% 20% 10% 5% 10%
Policy Name: GLTC-3 Form Number:P 83500		
Pyramid Life Insurance Company (The)	Opt Rider Opt Rider	5% Compounded for life
Southern Farm Bureau Life Insurance Company	No tobacco use Married-No Spousal Policy Married with Spousal Policy	15% 10% 15%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
5% Simple Benefit Increase Rider CPI Benefit Increase Rider Survivorship Waiver of Premium Rider Restoration of Benefits Rider Cash Surrender Nonforfeiture Rider Accelerated Payment Options - Single Pay, 5 Years, 10 Years and To Age 65 Available Shortened Benefit Period - Non-forfeiture	
5% Simple Benefit Increase Rider Survivorship Waiver of Premium Rider Restoration of Benefits Rider Cash Surrender Nonforfeiture Rider Accelerated Payment Options - Single Pay, 5 Years, 10 Years and To Age 65 Available Shortened Benefit Period - Non-forfeiture	
Shortened Benefit Period Rider Restoration of Benefits Rider Calendar Day Elimination Period Rider Cash Benefit Rider Monthly Benefit Rider Joint Waiver of Premium Rider Survivor Waiver of Premium Rider Auto 5% Compound - 2X Maximum Rider Auto 5% Simple Inflation Rider	Flex Benefit
Shortened Benefit Period Return of Premium Restoration of Benefits Shared Waiver of Premium Survivor Benefit Informal Caregiver Benefit Cash Benefit Option Monthly Benefit Option Death Benefit	
Inflation Protection Nonforfeiture Benefit	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
State Farm Mutual Automobile Insurance Company Policy Name: Long Term Care Insurance Form Number: 97059	Spousal Discount Preferred Rates	30% 90% of Select Rates
Policy Name: Long Term Care Insurance Form Number: 97058	Spousal Discount Preferred Rates	20% 90% of Select Rates
State Life Insurance Company	Joint Coverage Employee Association	Up to 60% discount for 2nd Insured 10%
Transamerica Occidental Life Insurance Company	Married Discount Preferred Discount Worksite Professional Association Endorsed Association	40% 20% 10% 10% 5%
United American Insurance Company All Policies and Forms	Spouse	up to 30%
United Teacher Associated Insurance Company Policy Name: Non-Qualified Comprehensive LTC Policy Form Number: LTC-020201-UTA-NQ-KY	Affinity Group	5% or 10%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Nonforfeiture Rider Simple Inflation Protection Rider	
Nonforfeiture Rider Simple Inflation Protection Rider	
Full Nonforfeiture Shortened Benefit Period Nonforfeiture Compound Benefit Increase Simple Benefit Increase Facility Care & HCBC Indemnity Benefit Weekly HCBC Benefit Informal Caregiver Indemnity Benefit Limited Non-forfeiture Facility Care Only Indemnity Benefit HCBC Waiver of Premium Benefit 10 & 20 Year Premium Payment Options	
	Non-Forfeiture Benefit Joint Waiver of Premium Return of Premium Full Return of Premium Spouse Survivorship-Waiver of Premium Limited Pay Options (5, 10, 15, 20 & pay to 65) Simple B10 5% Compound B10 5% Step-Rated B10 5% Guaranteed Purchase Option
	Non-forfeiture
Shortened Benefit Period Nonforfeiture Simple Inflation Restoration of Benefits Shared Extended Expense Dual Waiver of Premium Survivorship 10-Year Premium Payment	

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

COMPANY	OPTIONAL	DISCOUNTS
	TYPE	PERCENT
United Teacher Associated Insurance Co. <i>(continued)</i> Policy Name: Qualified Comprehensive LTC Policy Form Number: LTC-020201-UTA-TQ-KY	Affinity Group	5% or 10%
Policy Name: Group LTC Certificate of Insurance Form Number: LG-990301-UTA-CRT-KY		
Unum Life Insurance Company of America	SIC Code Funding	5%-15% 5%-15%
Woodmen of the World Life Insurance Society	Preferred Underwriting Spousal Discount Preferred Spousal	15% 20% 32%

Additional Optional
Long-Term Care
Discounts, Riders and Benefits

OPTIONAL RIDERS	OPTIONAL BENEFITS
Shortened Benefit Period Nonforfeiture Simple Inflation Restoration of Benefits Shared Extended Expense Dual Waiver of Premium Survivorship 10-Year Premium Payment	
Shortened Benefit Period Simple Inflation Nonforfeiture Rider	
	Accelerated Payment Options 5% Simple Inflation Protection - Uncapped or 2X Cap Professional Home & Community Care Total Home Care 5% Compound Inflation Protection - 2X Cap Shortened Benefit Period - Non-forfeiture
Restoration of Benefits Compound Inflation Protection Simple Inflation Protection	Nonforfeiture Option

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